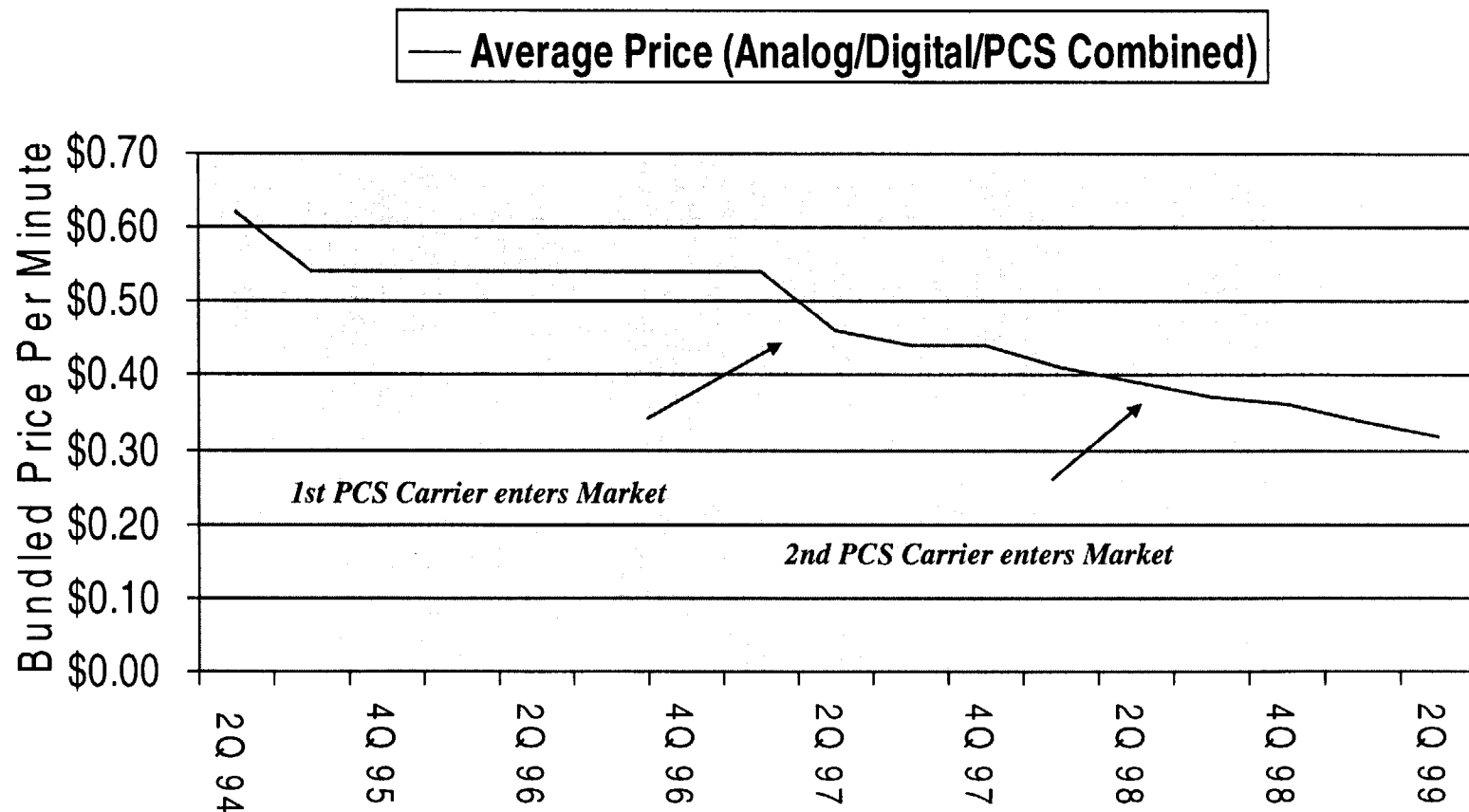


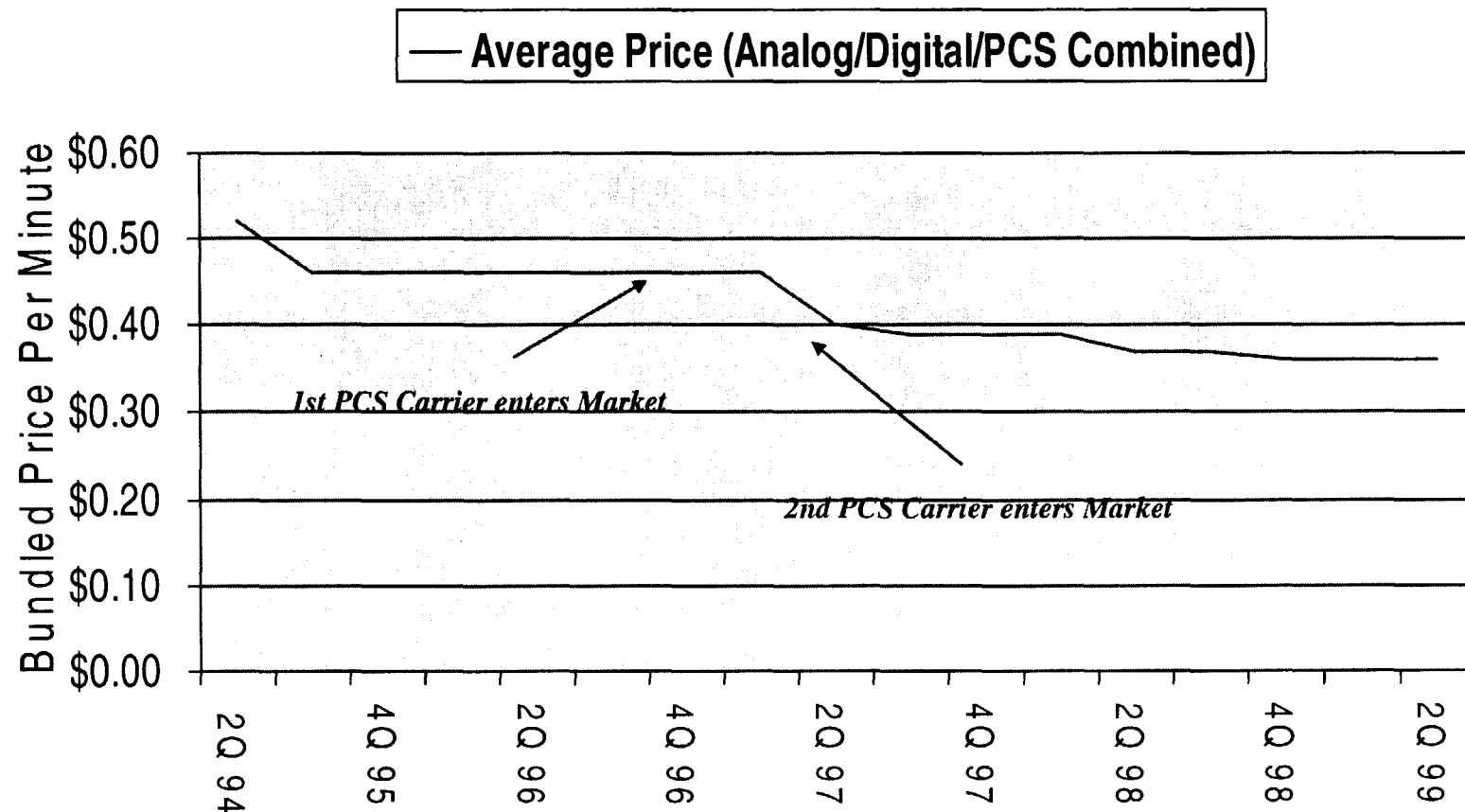
# Average Prices in Seattle Drop with PCS Entry



*-Prices dropped 15% after the first PCS carrier entered the market, and fell a further 18% after the second PCS carrier launched service*



# Average Prices in Pittsburgh Drop with PCS Entry

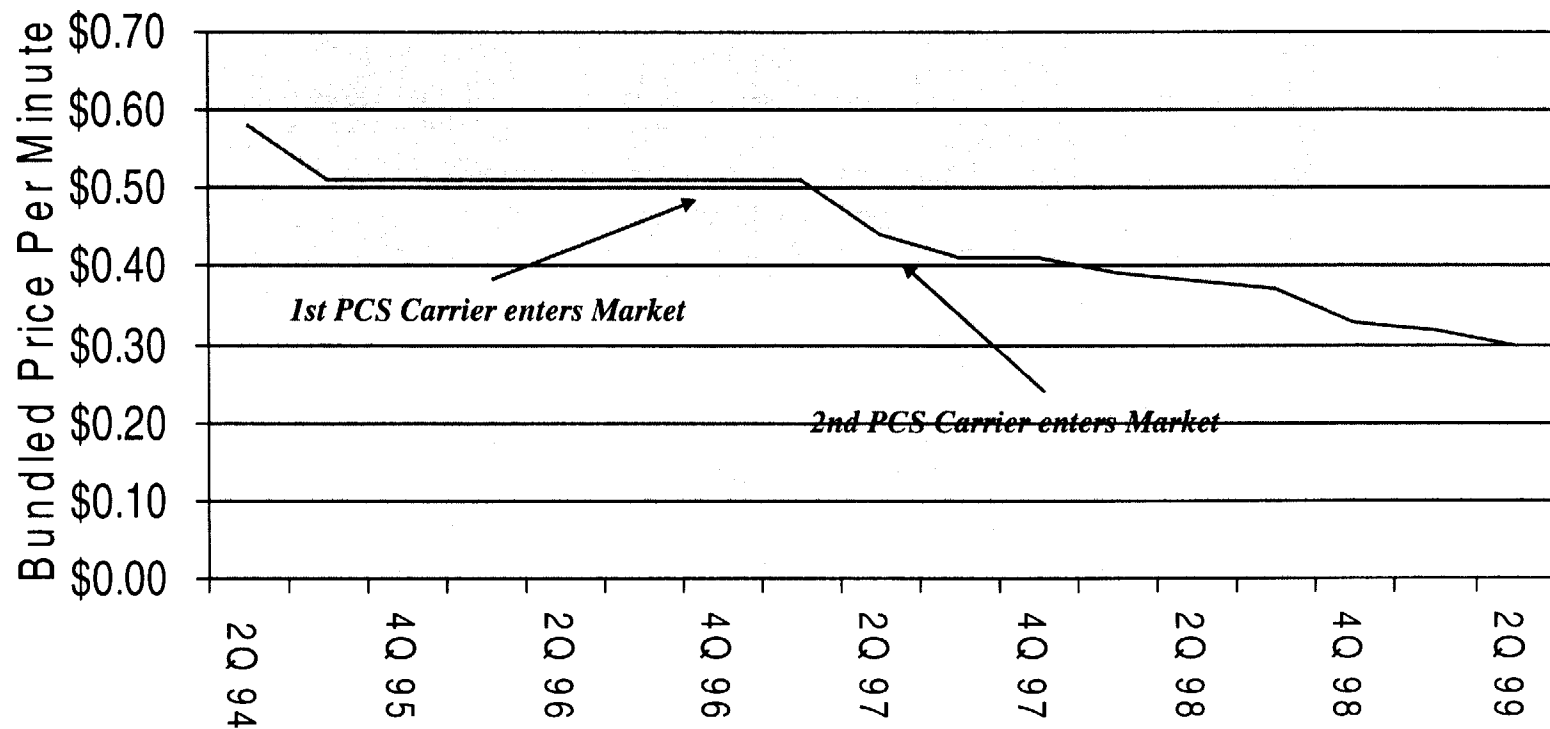


*-Prices dropped 13% after the first PCS carrier entered the market, and fell a further 11% after the second PCS carrier launched service*



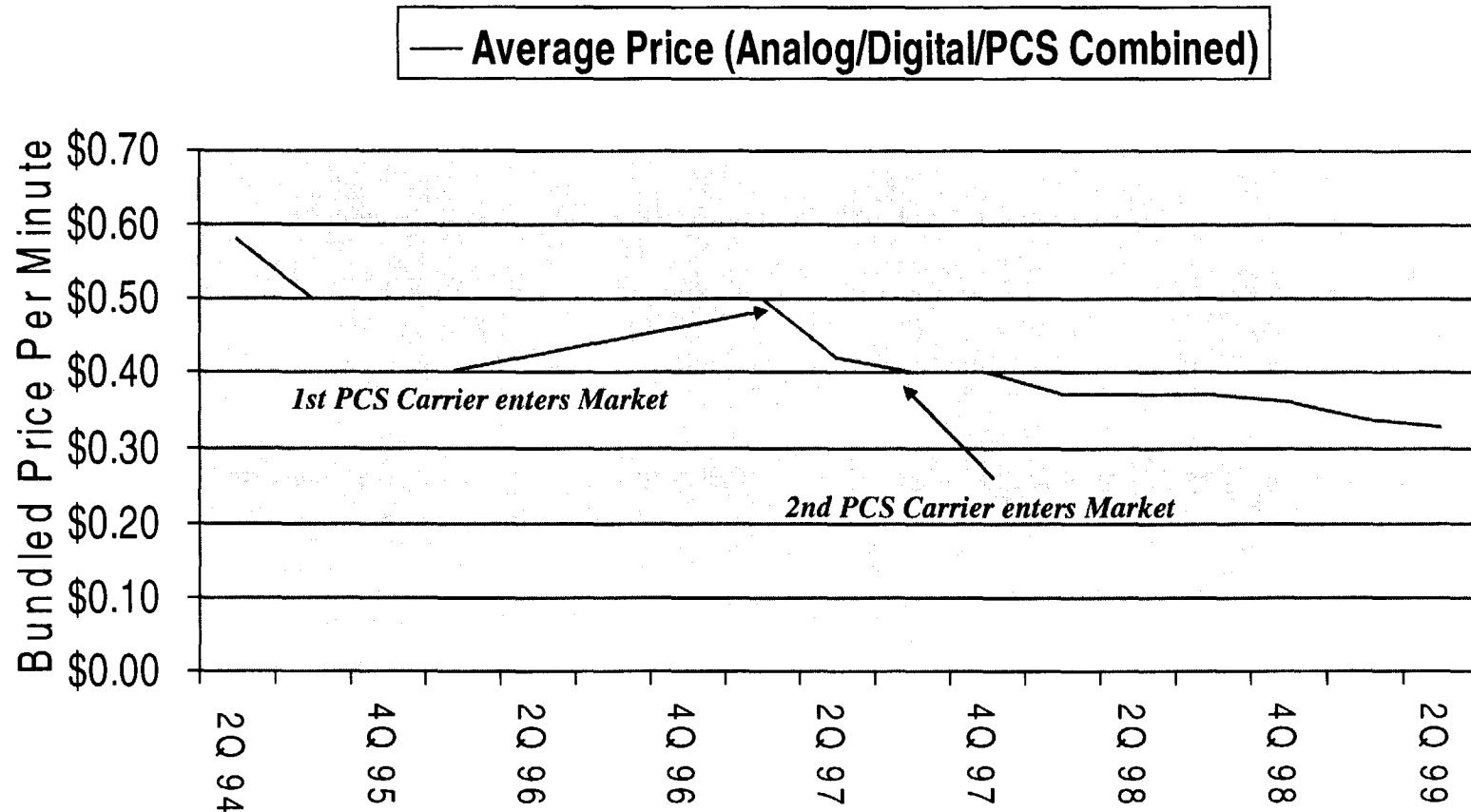
# Average Prices in Tampa Drop with PCS Entry

— Average Price (Analog/Digital/PCS Combined)

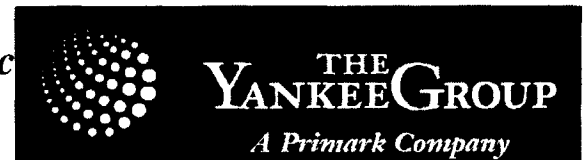


*-Prices dropped 14% after the first PCS carrier entered the market, and fell a further 31% after the second PCS carrier launched service*

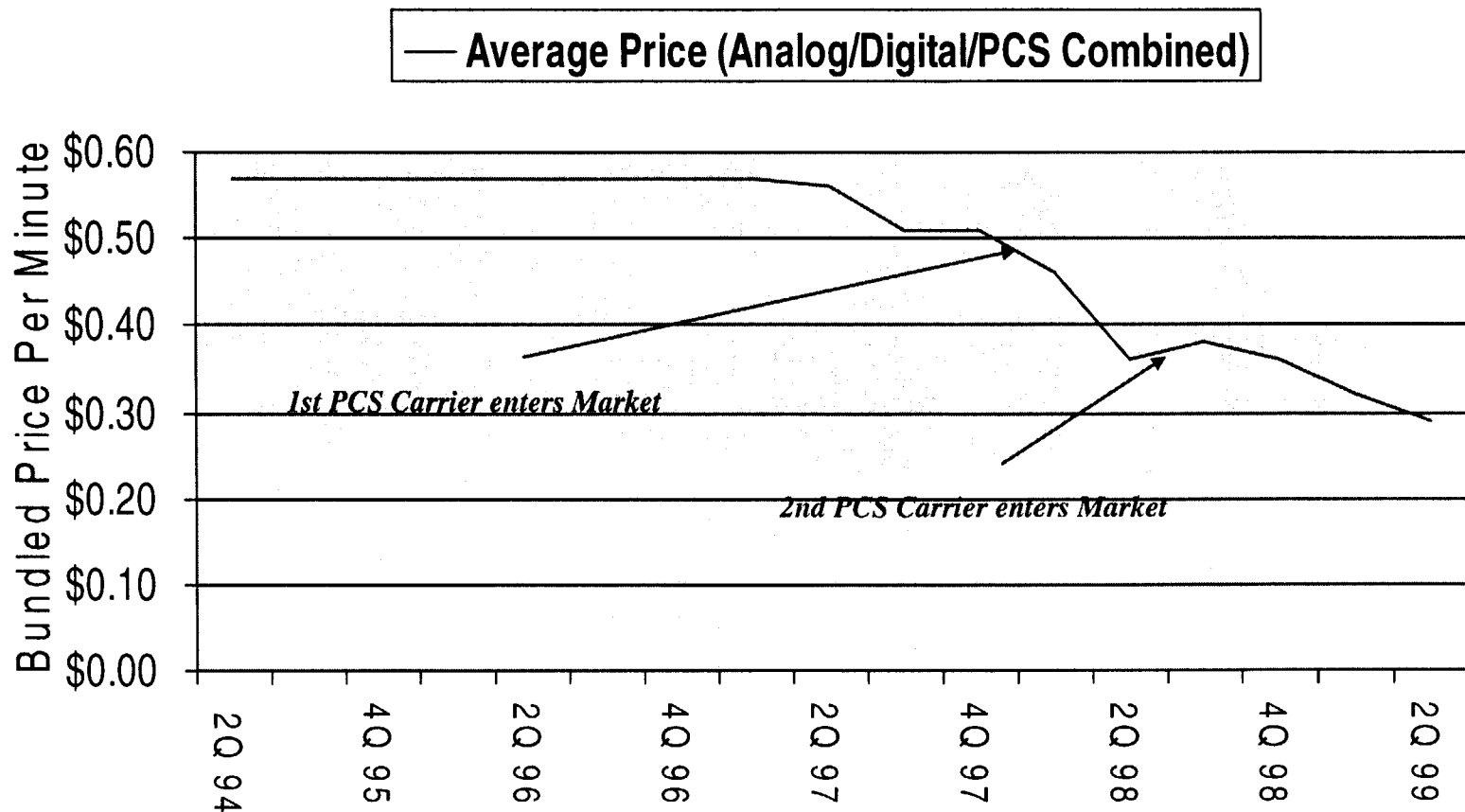
# Average Prices in Denver Drop with PCS Entry



*-Prices dropped 16% after the first PCS carrier entered the market, and fell a further 22% after the second PCS carrier launched service*

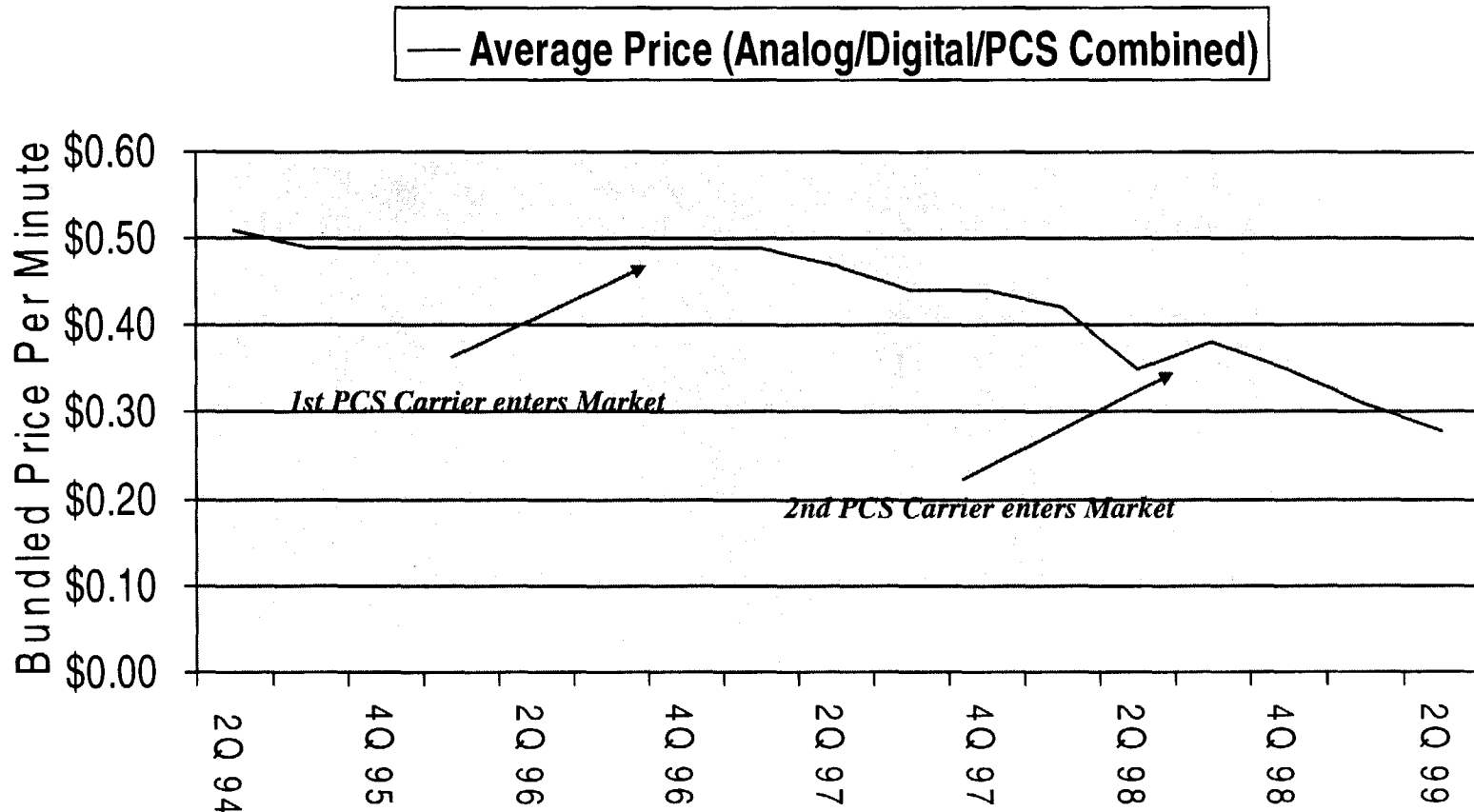


# Average Prices in Cleveland Drop with PCS Entry



*-Prices dropped 29% after the first PCS carrier entered the market, and fell a further 20% after the second PCS carrier launched service*

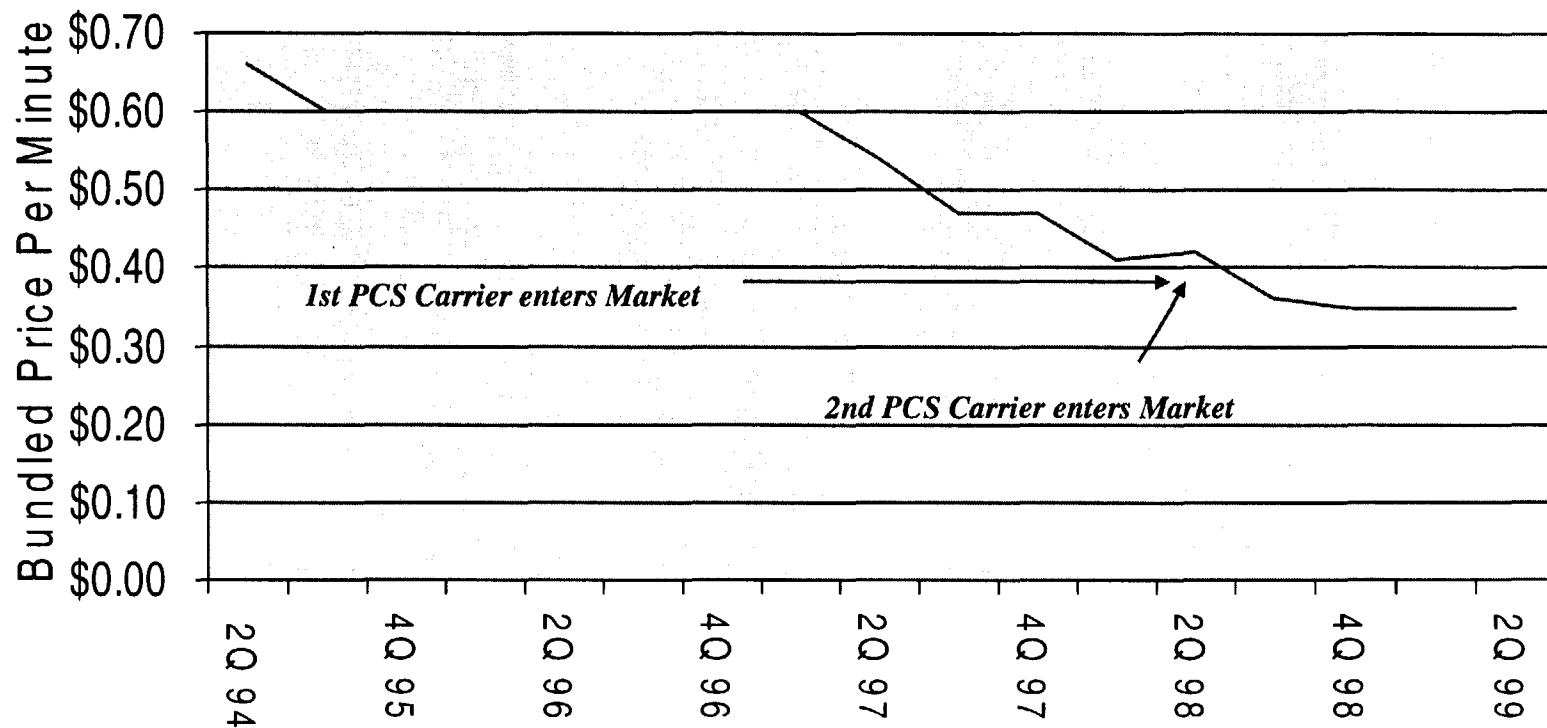
# Average Prices in Charlotte Drop with PCS Entry



*-Prices dropped 28% after the first PCS carrier entered the market, and fell a further 21% after the second PCS carrier launched service*

# Average Prices in San Jose Drop with PCS Entry

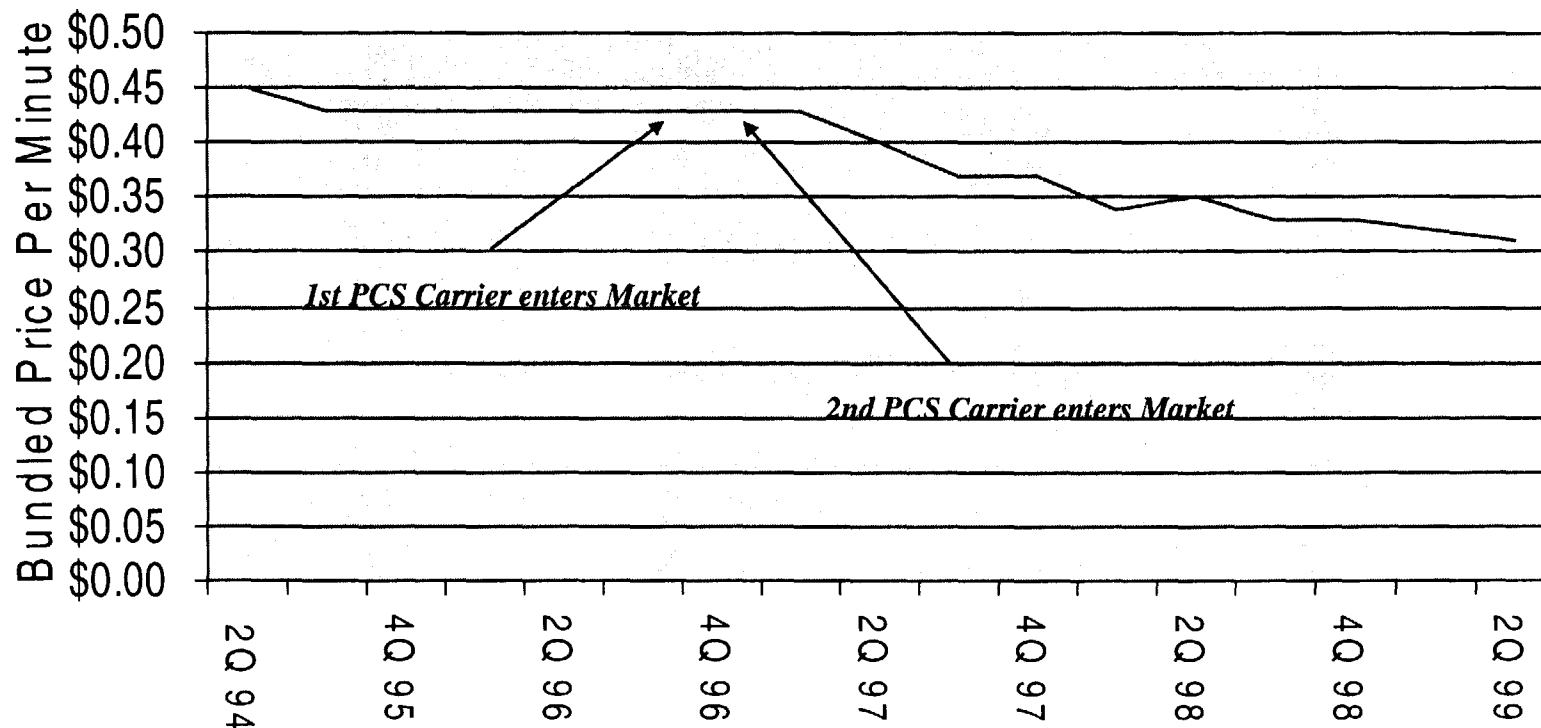
— Average Price (Analog/Digital/PCS Combined)



*-Prices have fallen 17% since the first 2 PCS carriers launched service*

# Average Prices in Portland Drop with PCS Entry

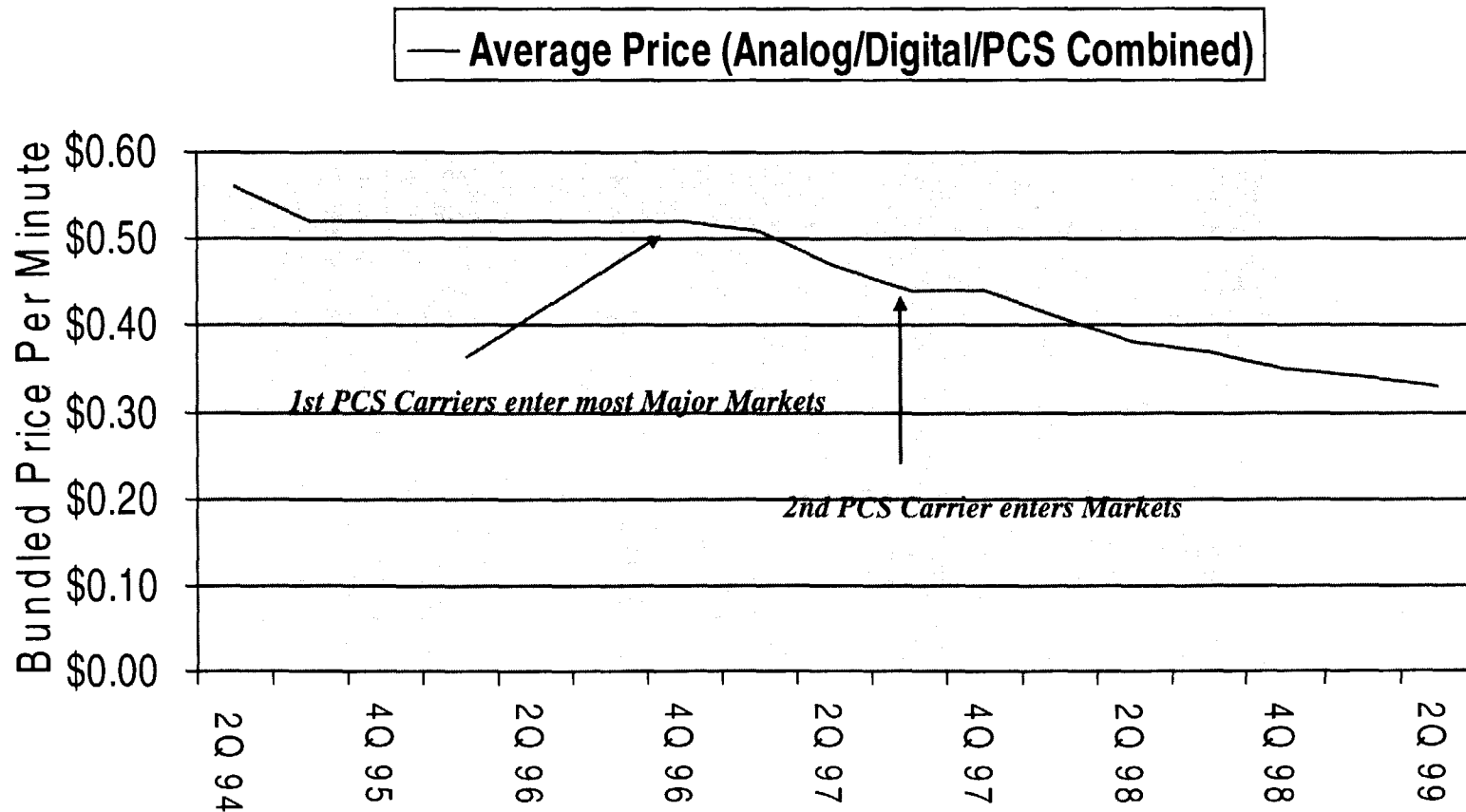
— Average Price (Analog/Digital/PCS Combined)



*-Prices have fallen 27% since the first 2 PCS carriers launched service*

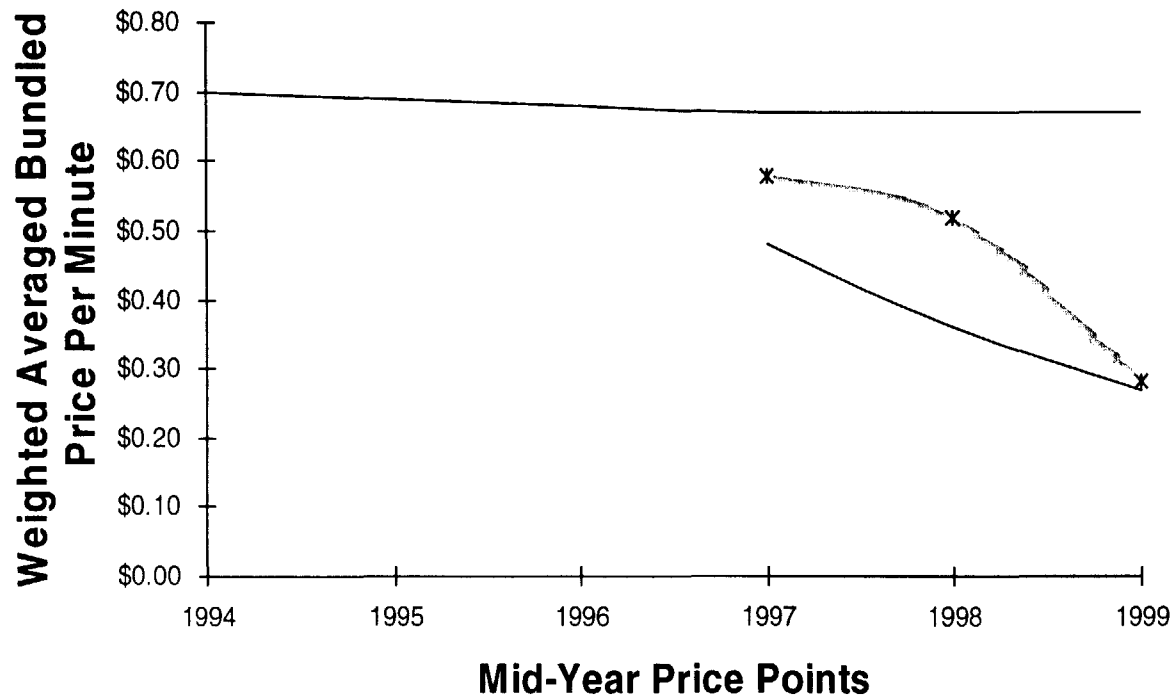


# Summary Slide: Prices Fall Nation-Wide with PCS Entry



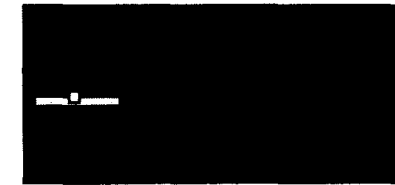
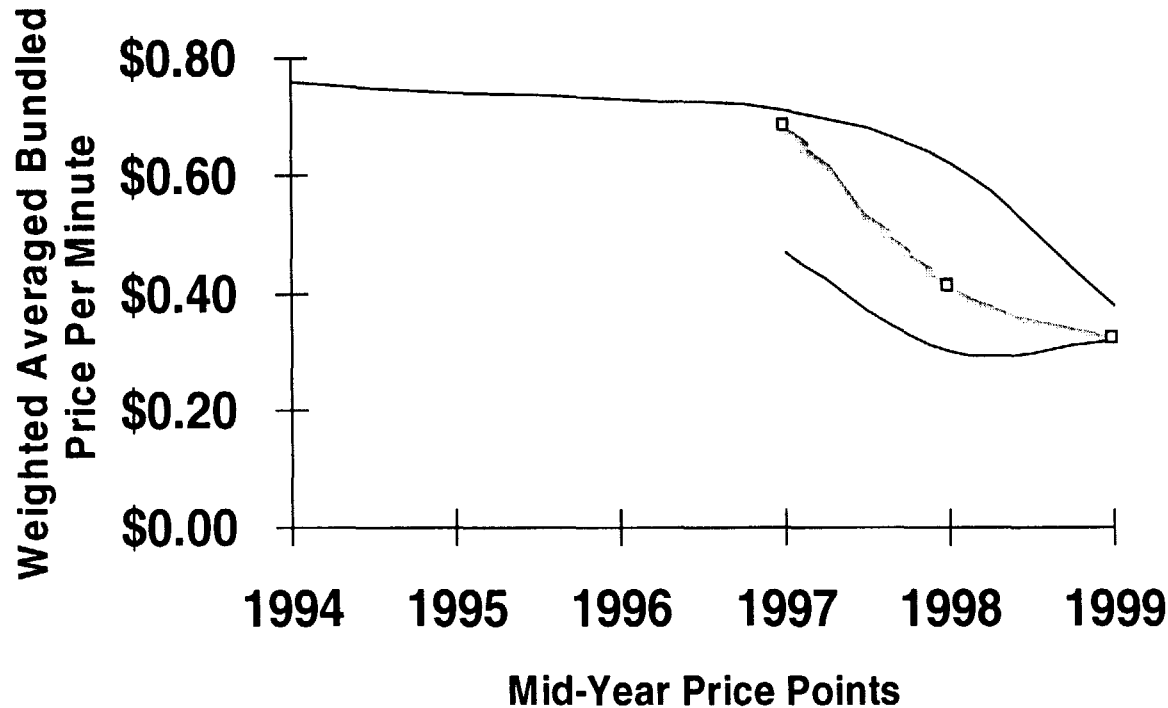
*-The average price in the top 25 markets dropped 10% after the entrance of the first PCS carrier and a further 25% after the 2nd PCS launch*

# Price for a Wireless Minute (New York)



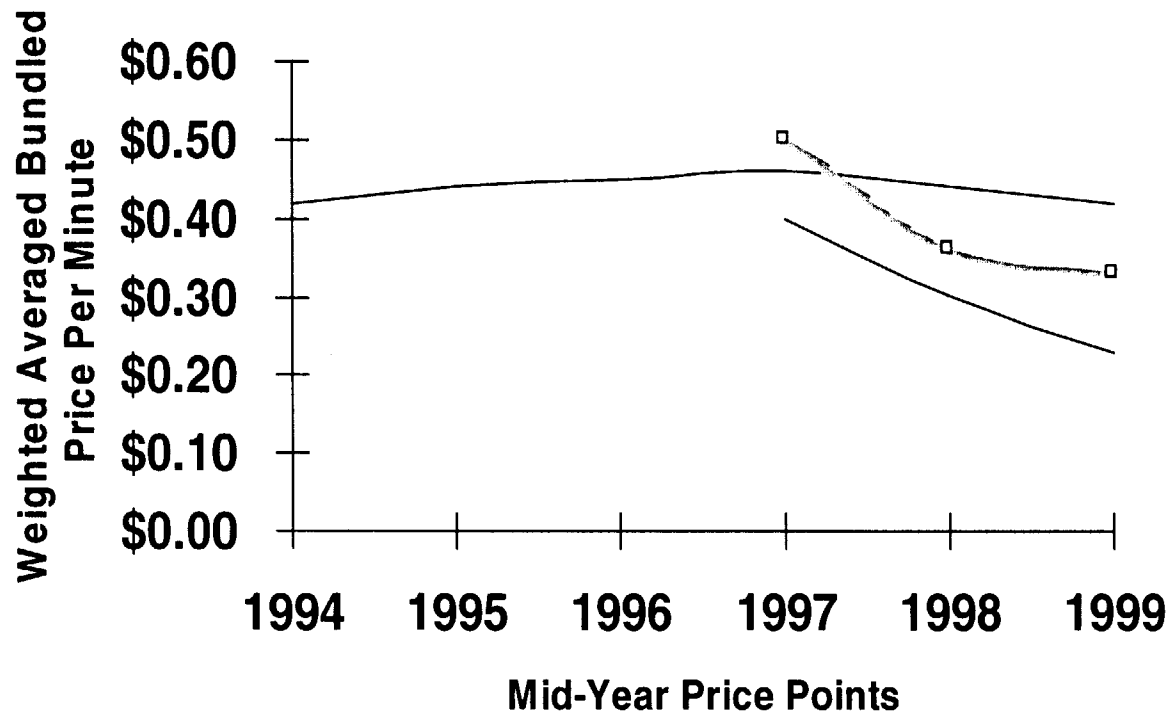
- Since the introduction of PCS, digital cellular prices have fallen by 52% and have now converged with PCS prices
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

# Price for a Wireless Minute (Los Angeles)



- Since the introduction of PCS, analog prices have fallen by 47% and digital cellular prices have fallen by 52% and have now converged with PCS prices
- AT&T no longer aggressively offers analog service in this market and their high analog price points are not considered in the 1999 calculations

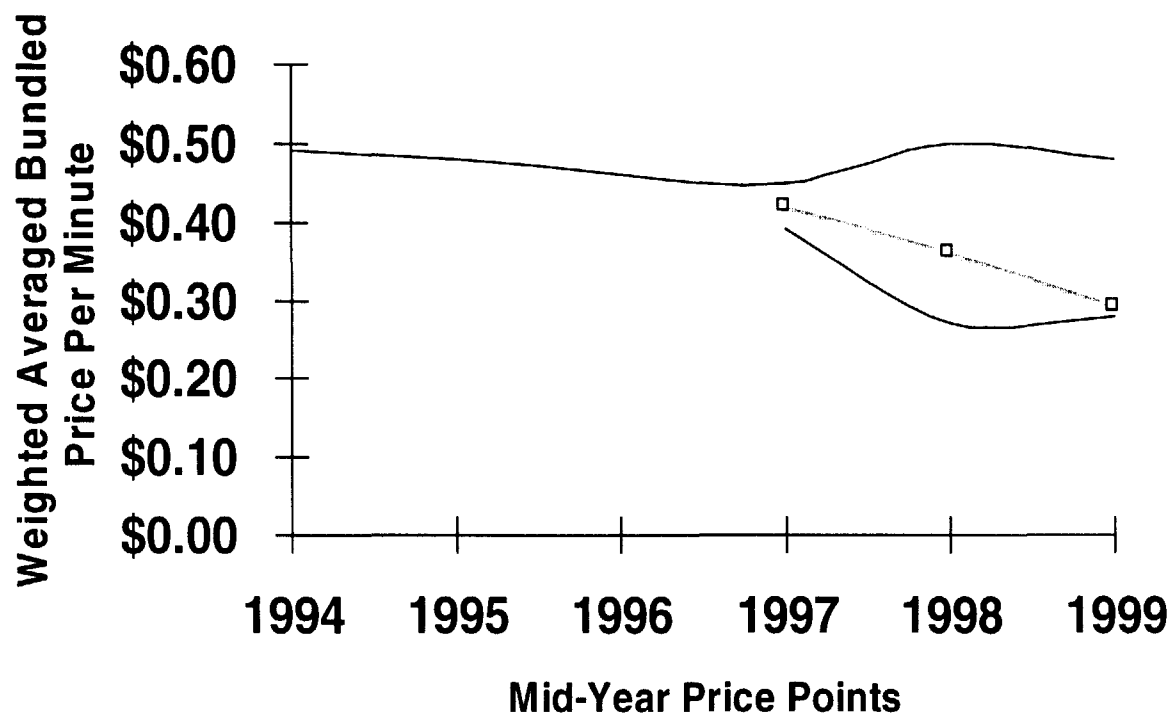
# Price for a Wireless Minute (Chicago)



*- Since the introduction of PCS, analog prices have fallen by 10% and digital cellular prices have fallen by 34%*

*- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market*

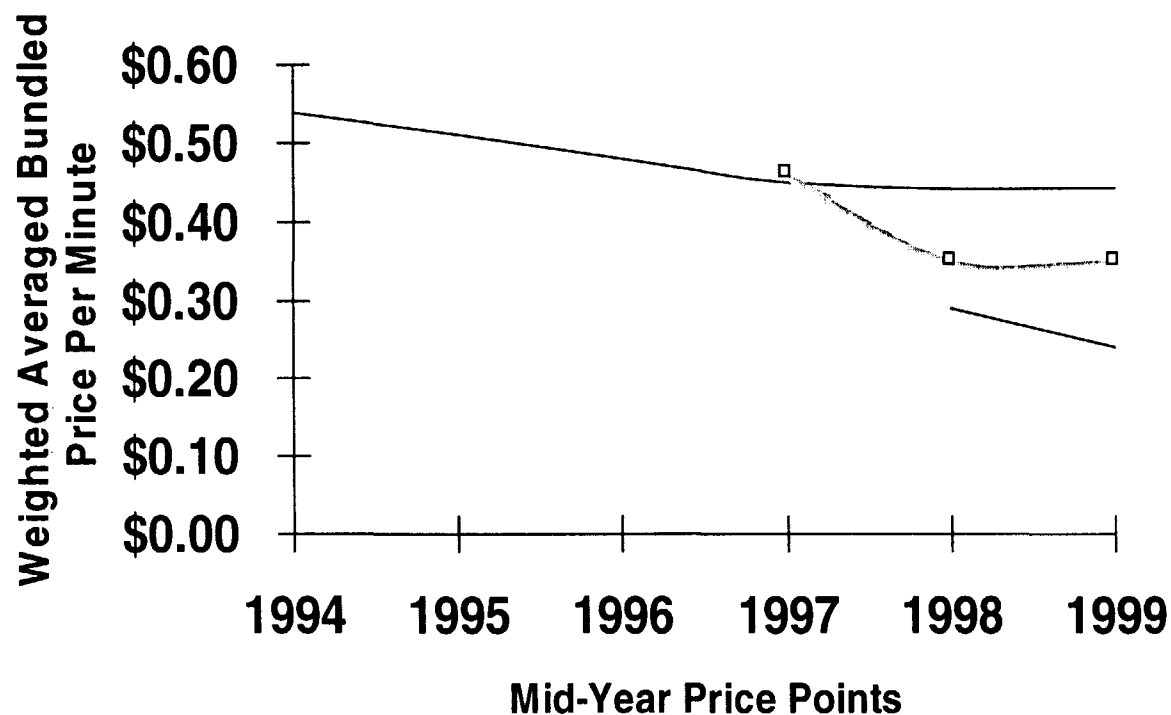
# Price for a Wireless Minute (Philadelphia)



- Since the introduction of PCS, digital cellular prices have fallen by 31% while analog prices have actually increased by 8%
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

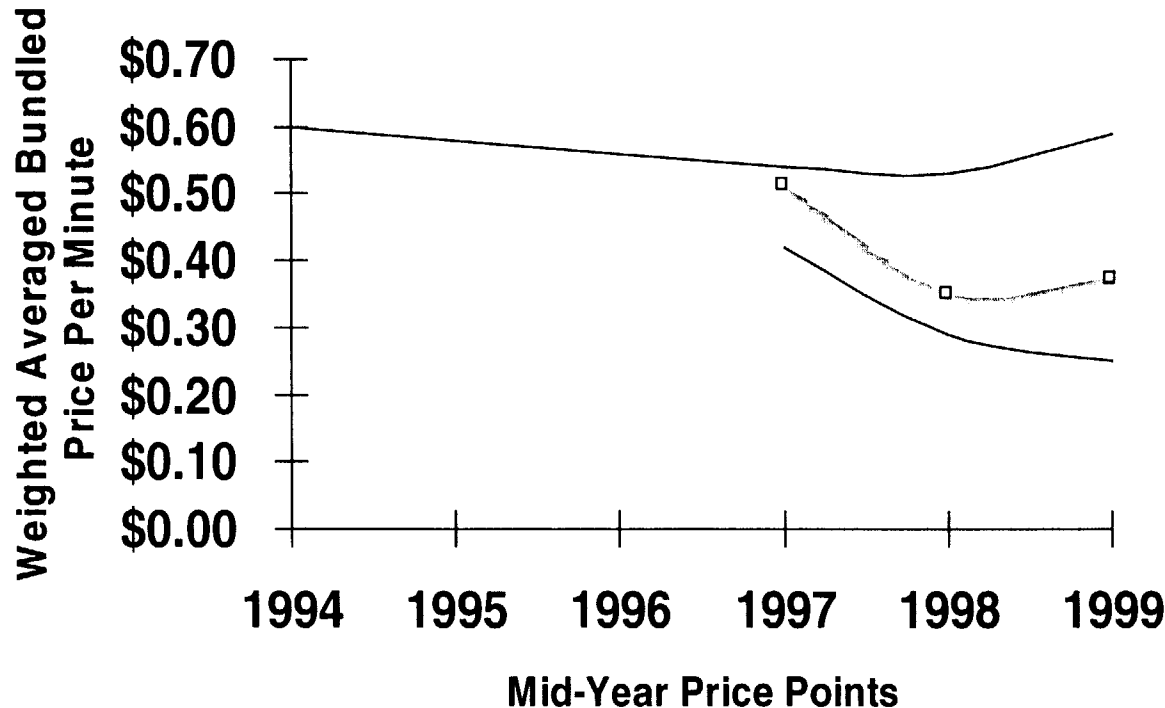


# Price for a Wireless Minute (Detroit)



- The introduction of PCS coincided with a 24% drop in digital cellular prices
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

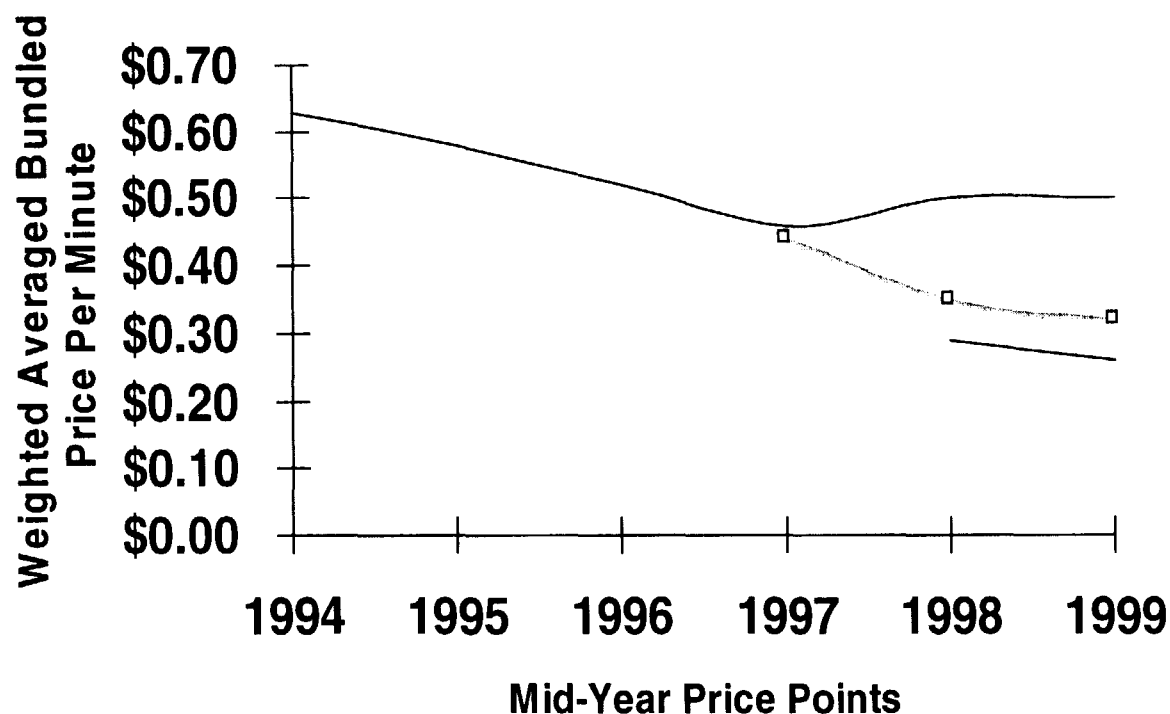
# Price for a Wireless Minute (Dallas)



- Since the introduction of PCS, digital cellular prices have fallen by 27% while analog prices have actually risen 8%
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market



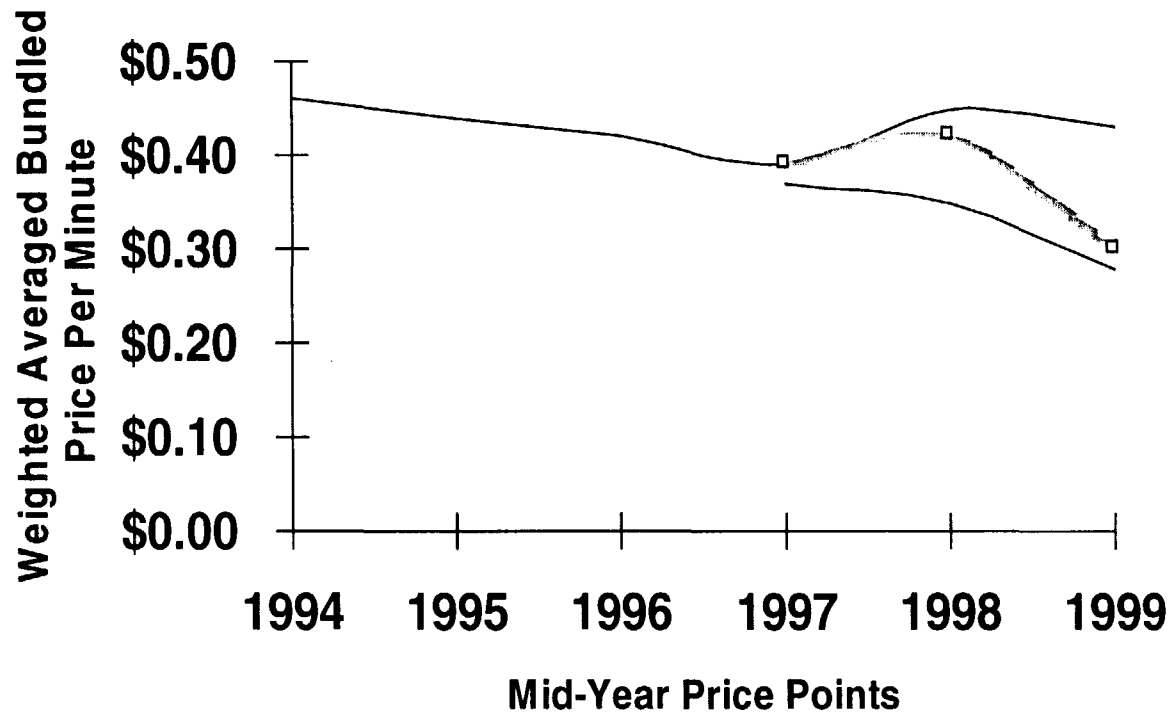
# Price for a Wireless Minute (Boston)



- Since the introduction of PCS in late 1997, digital cellular prices have fallen by 28% while analog prices have actually risen 8%
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

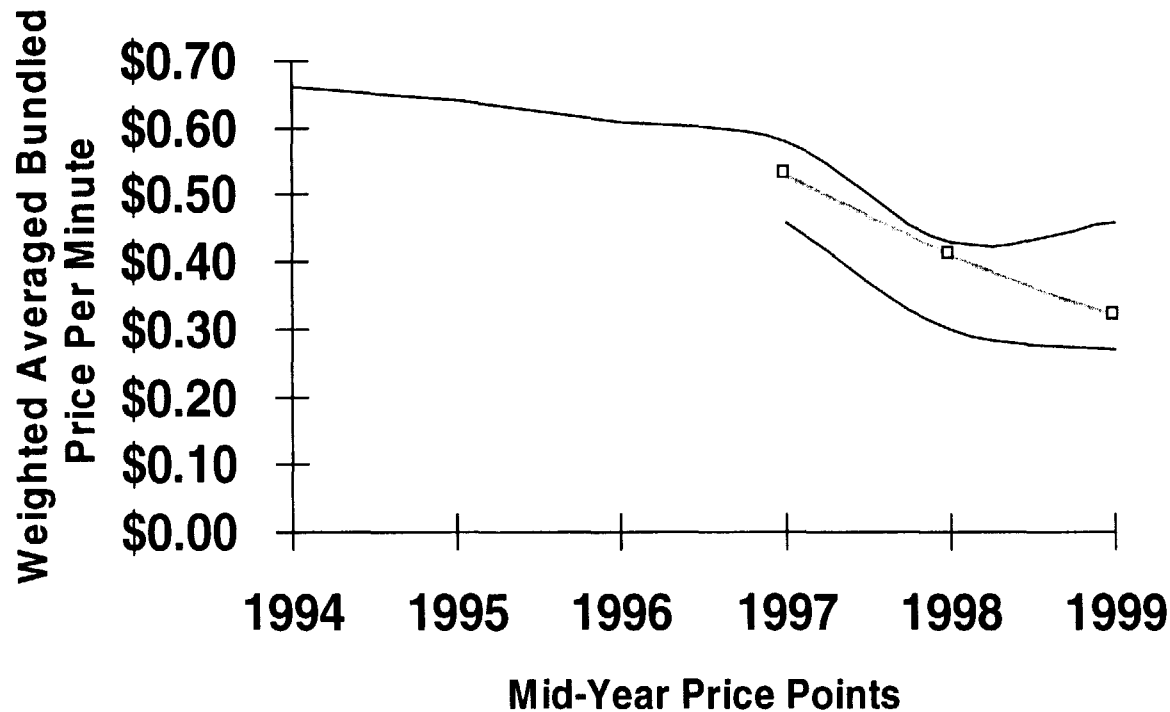


# Price for a Wireless Minute (Washington D.C.)



- Since the introduction of PCS, digital cellular prices have fallen by 23% and while analog prices have climbed 10%
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

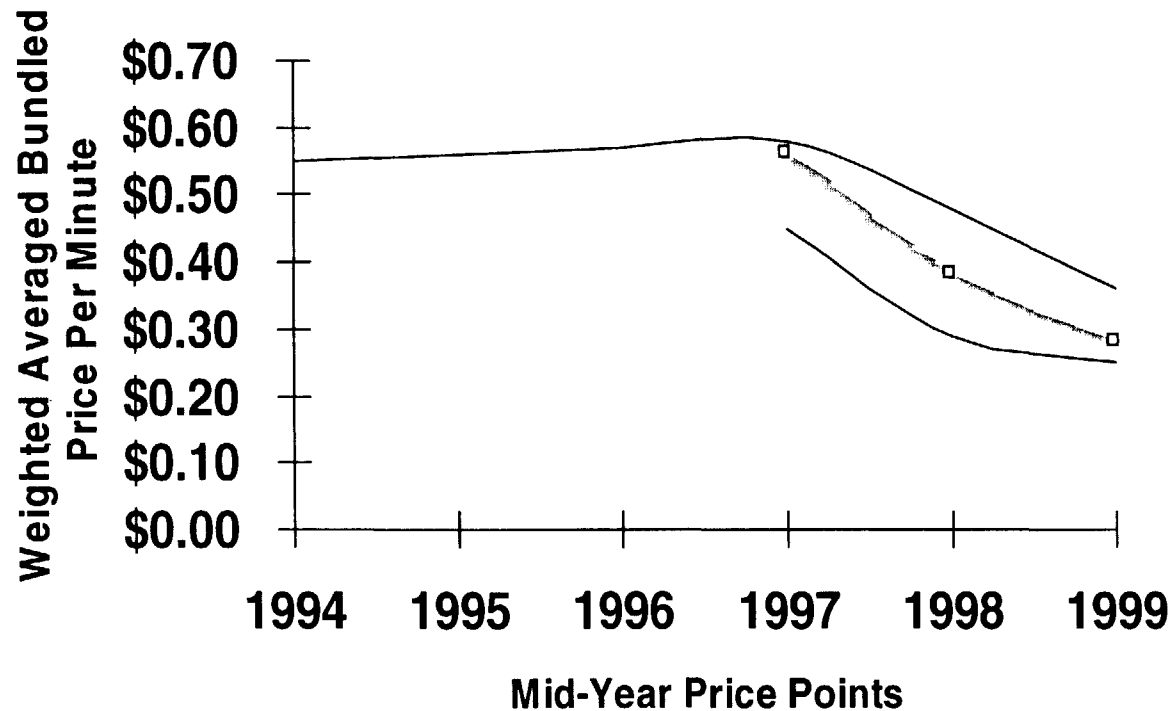
# Price for a Wireless Minute (San Francisco)



*- Since the introduction of PCS, digital cellular prices have fallen by 41% and have now converged with PCS prices*

*- Analog prices have also fallen (by 21%) since PCS carriers launched service*

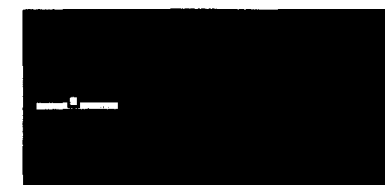
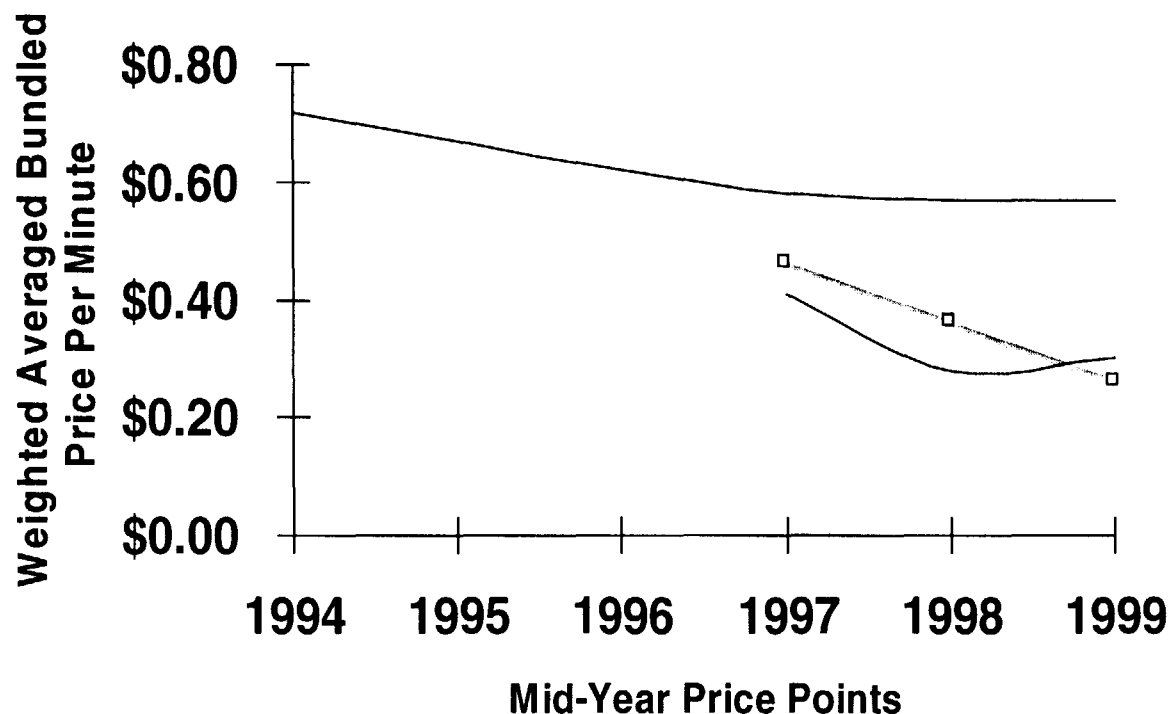
# Price for a Wireless Minute (Houston)



*- Since the introduction of PCS, digital cellular prices have fallen by 49% and have now converged with PCS prices*

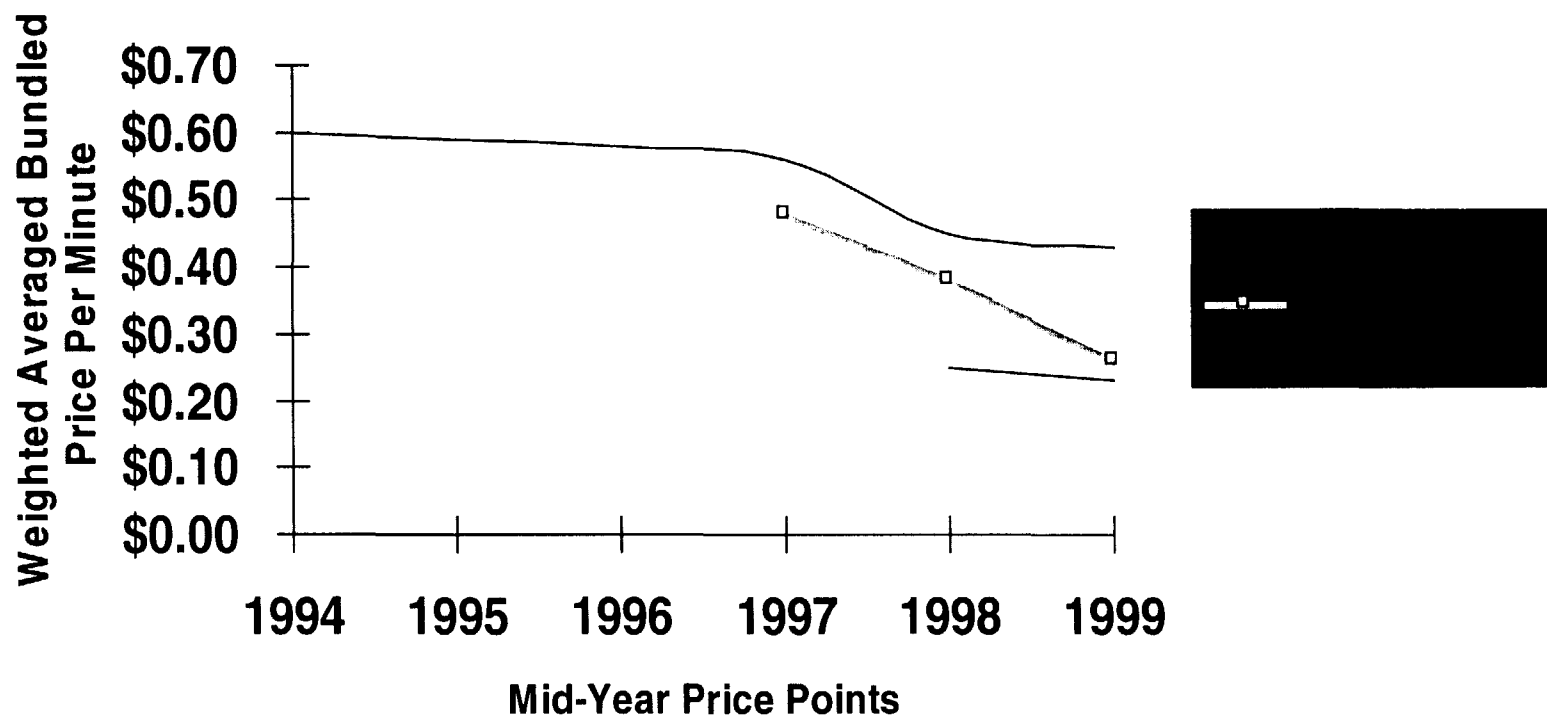
*- Analog prices have also fallen 37%*

# Price for a Wireless Minute (Miami)



- Since the introduction of PCS, digital cellular prices have fallen by 43% and have now become price leaders
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

# Price for a Wireless Minute (Atlanta)

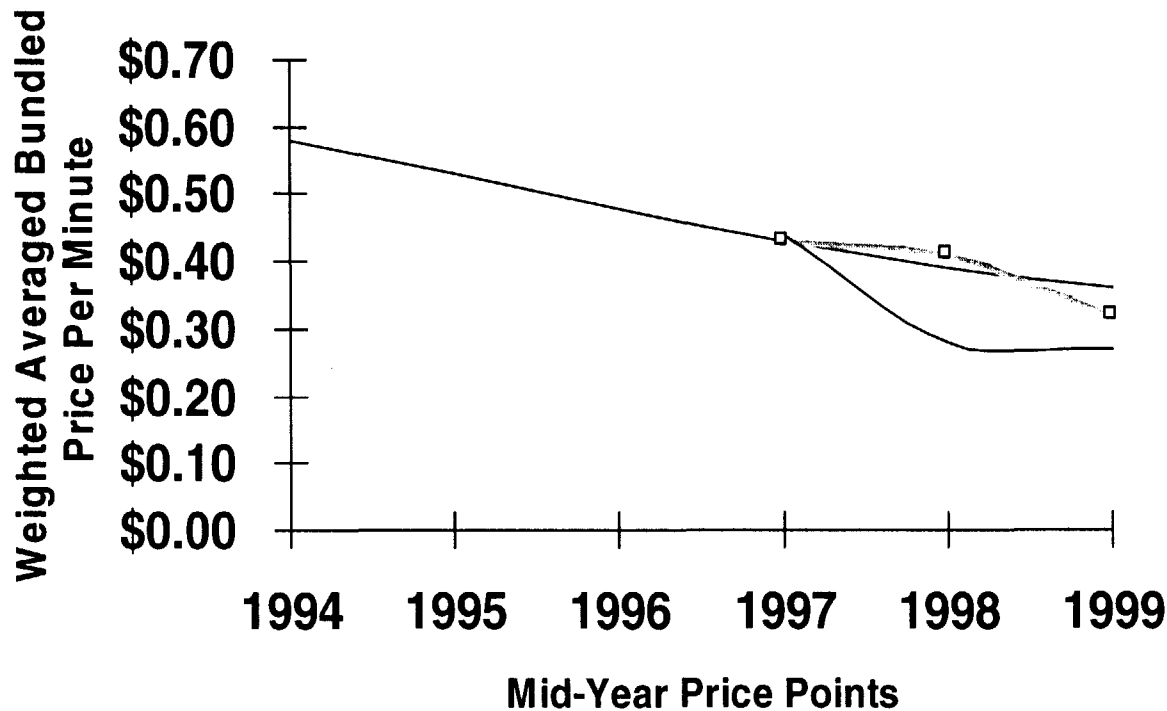


*- Since the introduction of PCS, digital cellular prices have fallen by 46% and have now converged with PCS prices*

*- Analog prices have also fallen (by 25%) since PCS launched service in late 1997*



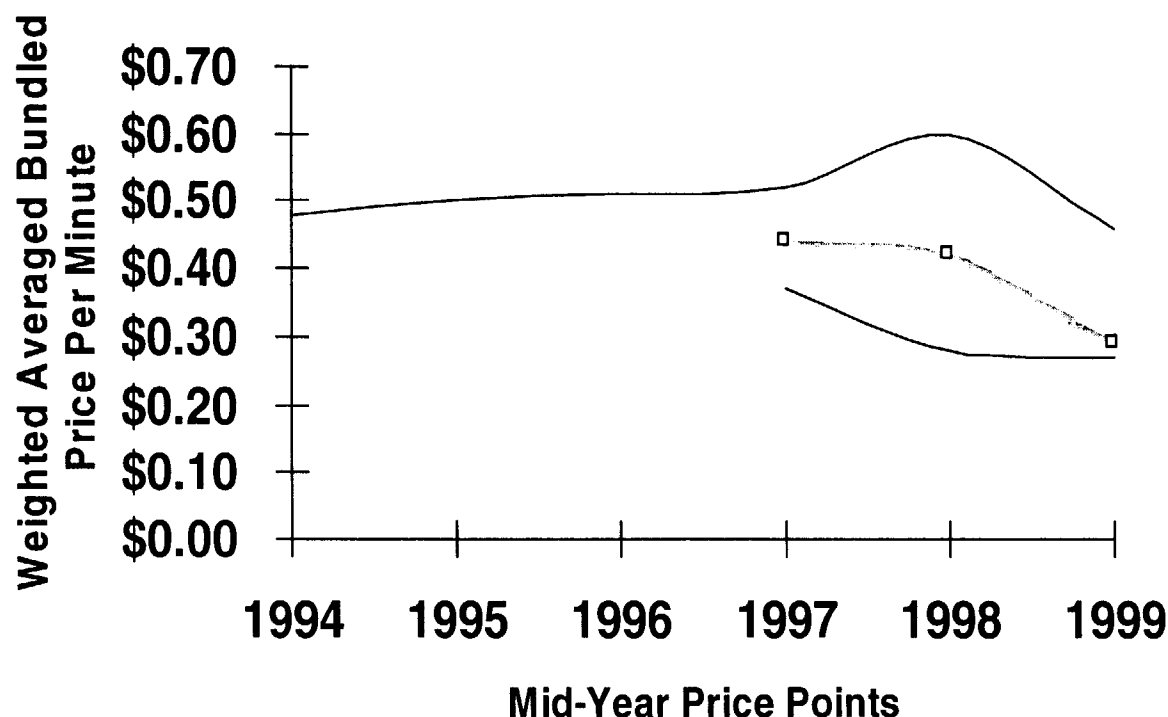
# Price for a Wireless Minute (San Diego)



*- Since the introduction of PCS, digital cellular prices have fallen by 26% and have now converged with PCS prices*

*- Analog prices have also fallen (by 15%) since PCS launched service in late 1997*

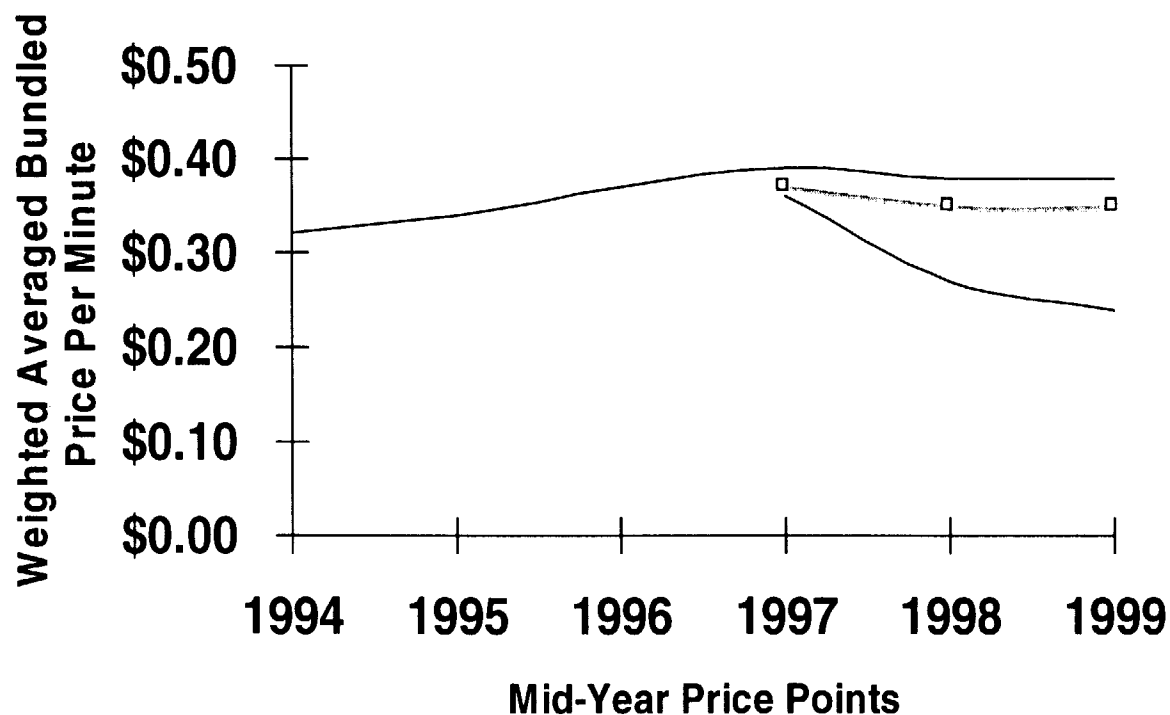
# Price for a Wireless Minute (Minneapolis)



*- Since the introduction of PCS, digital cellular prices have fallen by 35% and have now converged with PCS prices*

*- Analog prices have also fallen (by 11%) since PCS launched service in late 1997*

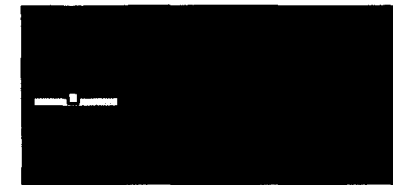
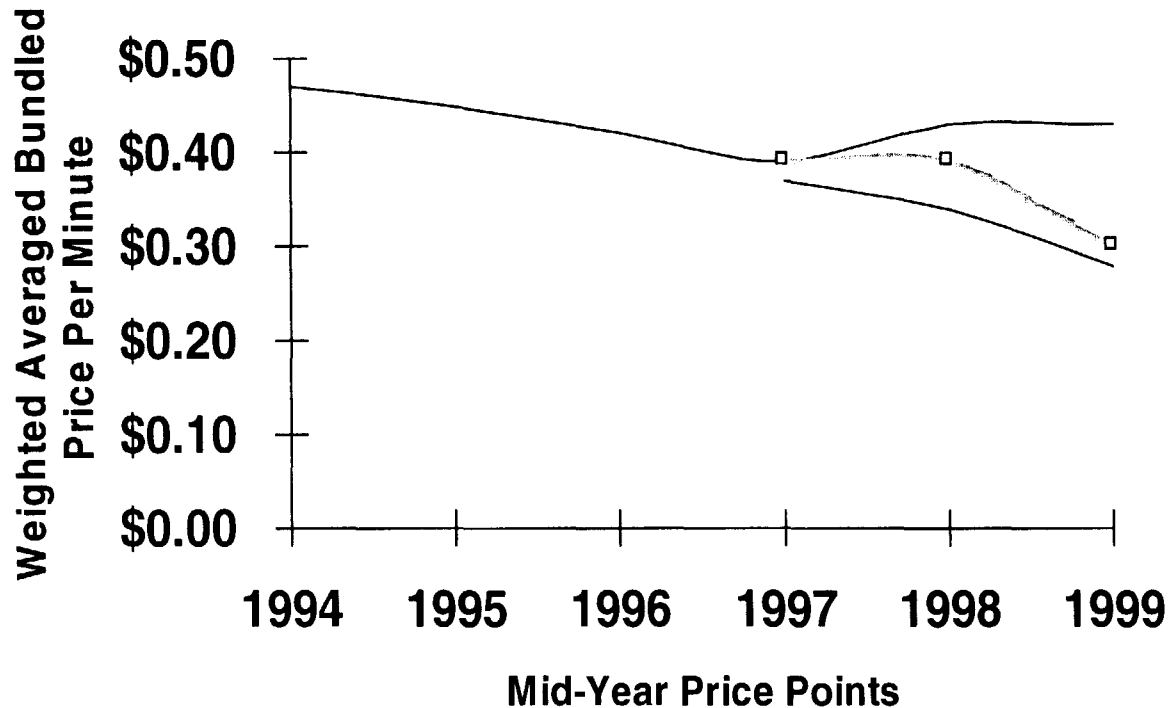
# Price for a Wireless Minute (St. Louis)



- In St. Louis, the cellular price response to PCS competition has been negligible
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market



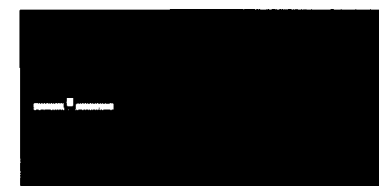
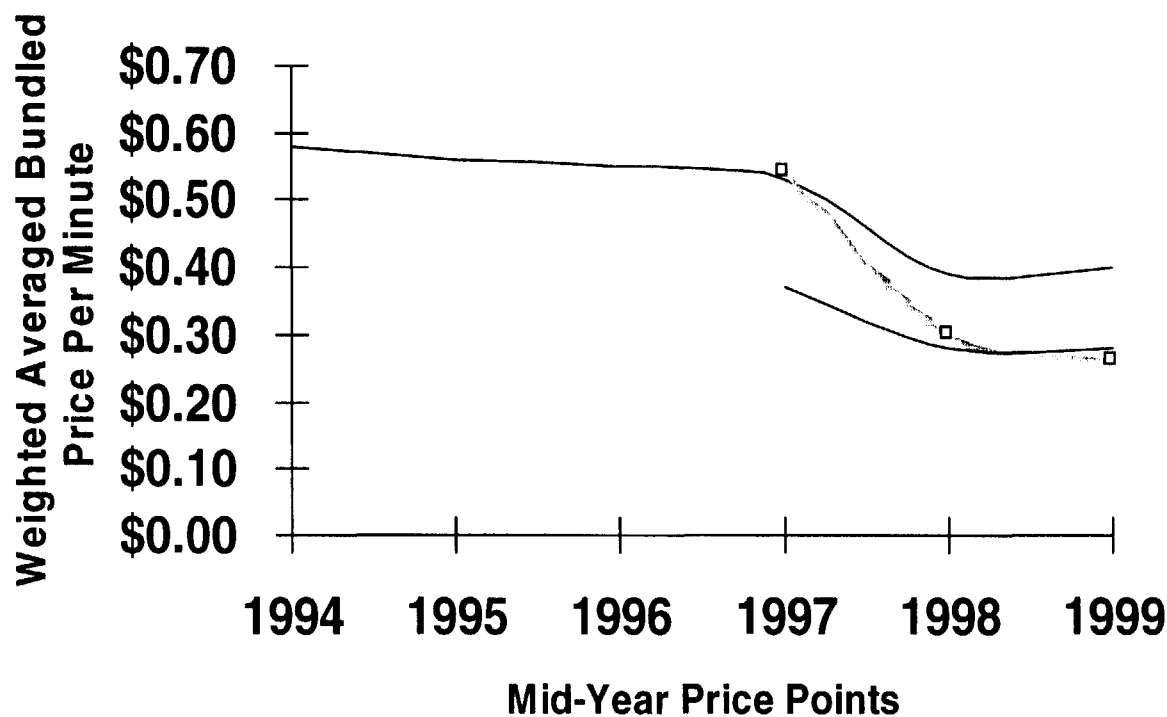
# Price for a Wireless Minute (Baltimore)



*- Since the introduction of PCS, digital cellular prices have fallen by 23% while analog prices have actually jumped 10%*

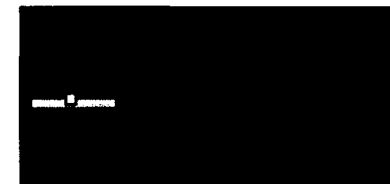
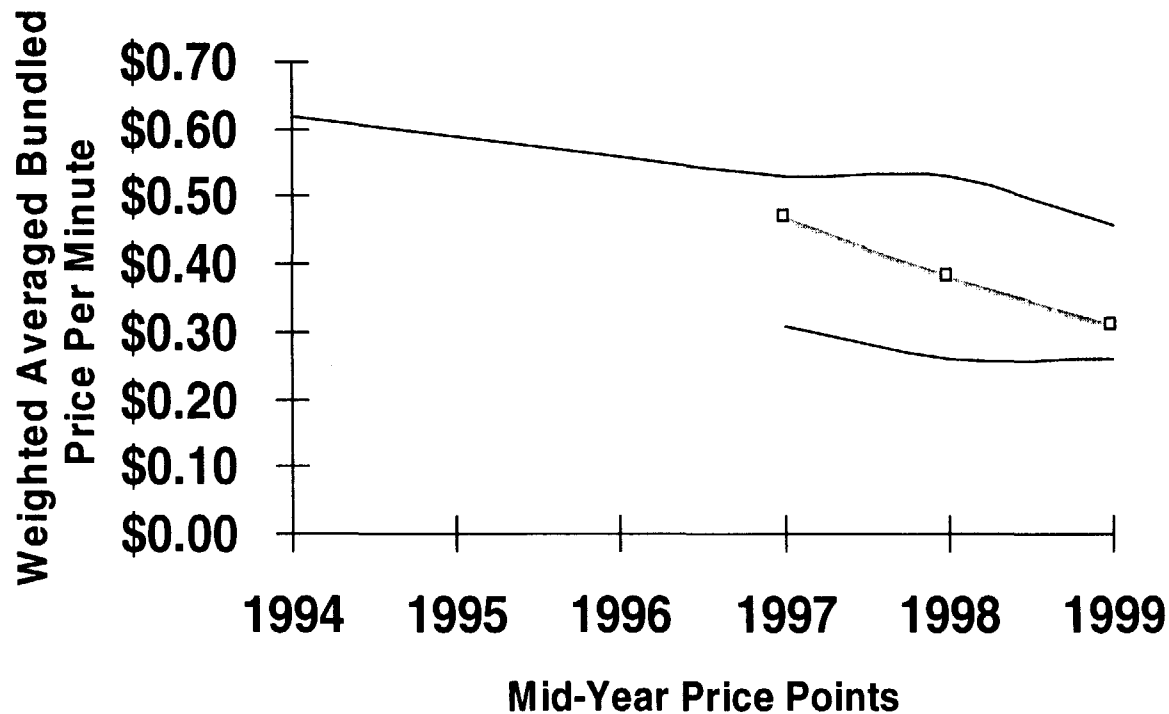
*- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market*

# Price for a Wireless Minute (Phoenix)



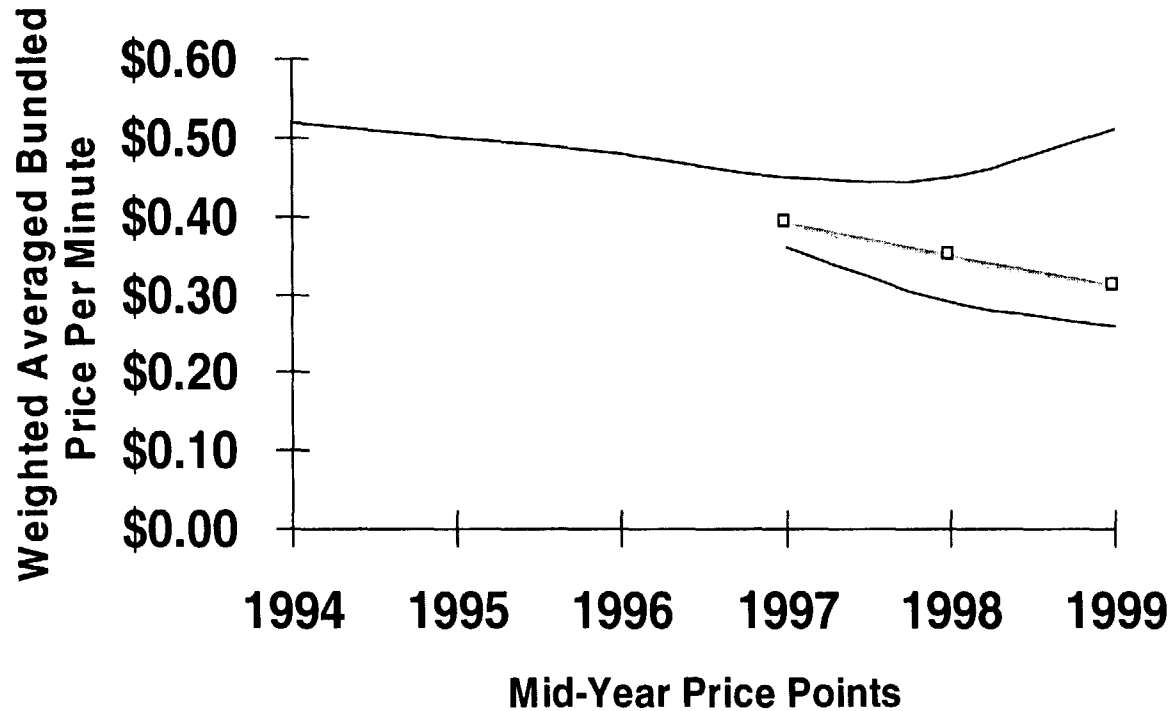
- Since the introduction of PCS, digital cellular prices have fallen by 52% and have now converged with PCS prices
- Analog prices fell 25% since PCS carriers launched service

# Price for a Wireless Minute (Seattle)



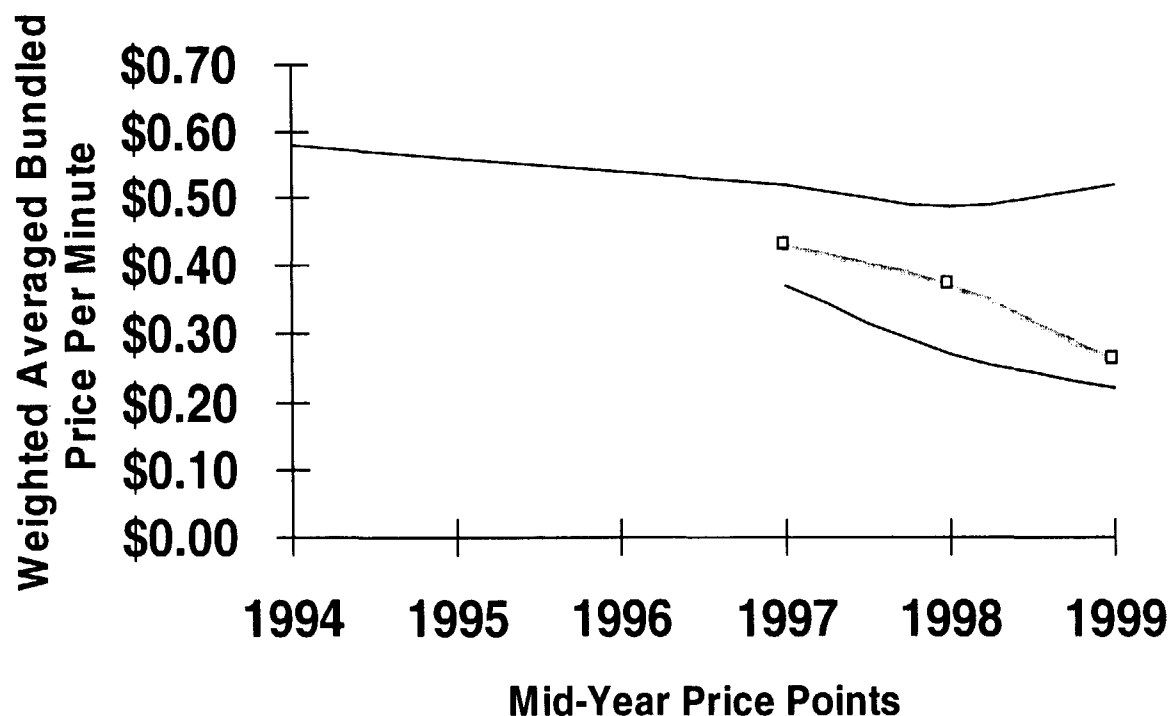
- Since the introduction of PCS, digital cellular prices have fallen by 35% and have now converged with PCS prices
- Analog prices fell only 12% and analog net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

# Price for a Wireless Minute (Pittsburgh)



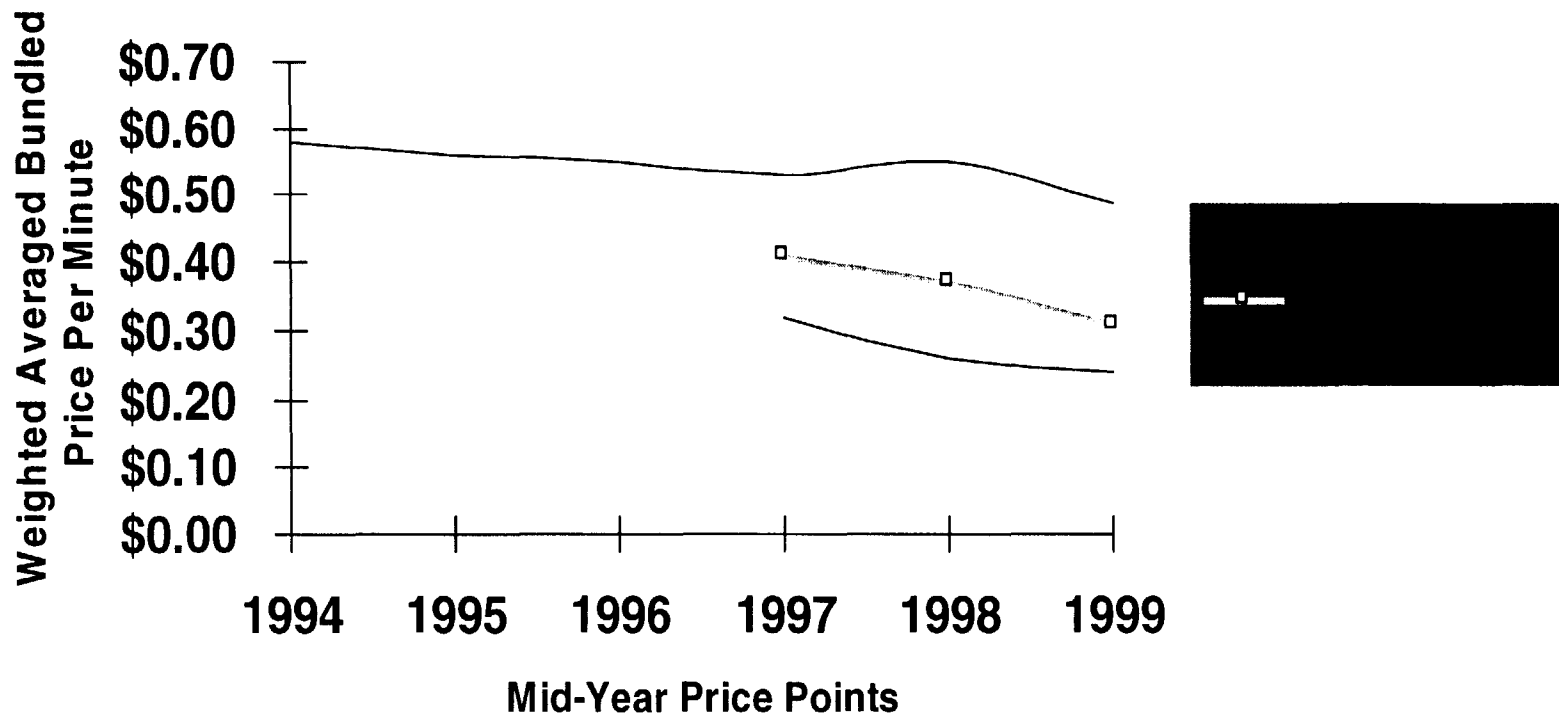
- Since the introduction of PCS, digital cellular prices have fallen by 20% and have kept pace with drops in PCS pricing
- Analog prices risen 12% and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

# Price for a Wireless Minute (Tampa)



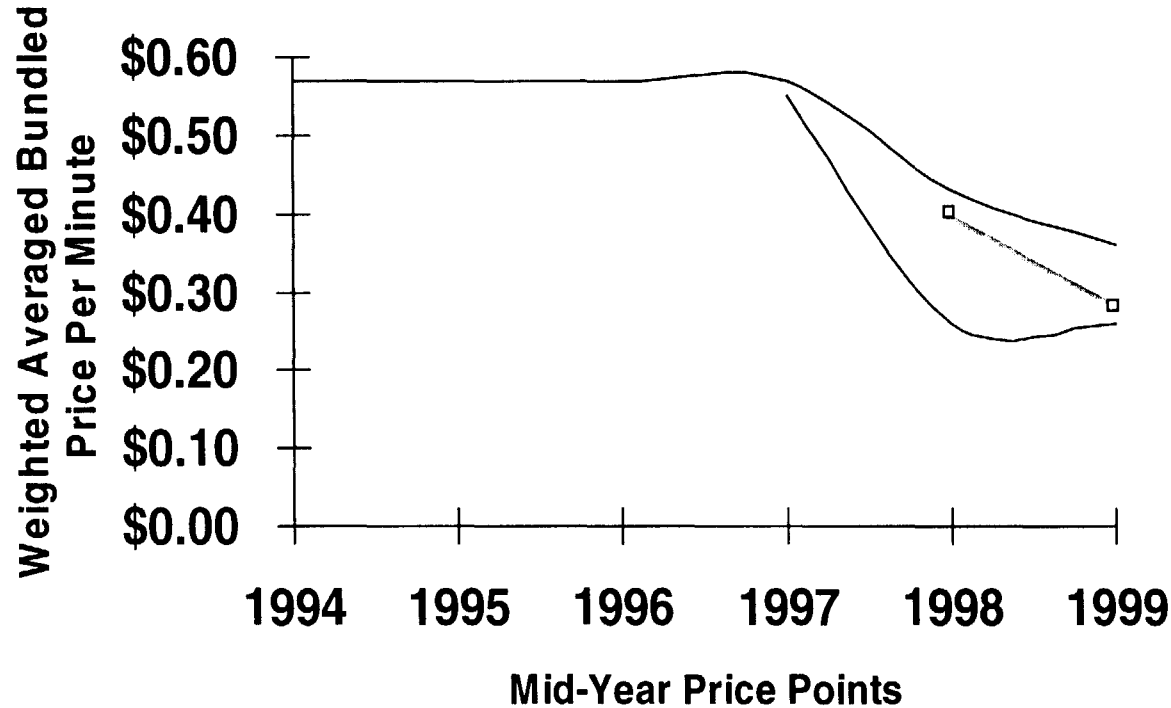
- In Tampa, a very competitive market with 6 carriers (7 including Nextel), digital cellular prices have fallen by 40% since PCS carriers first launched service
- Analog prices remain high and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

# Price for a Wireless Minute (Denver)



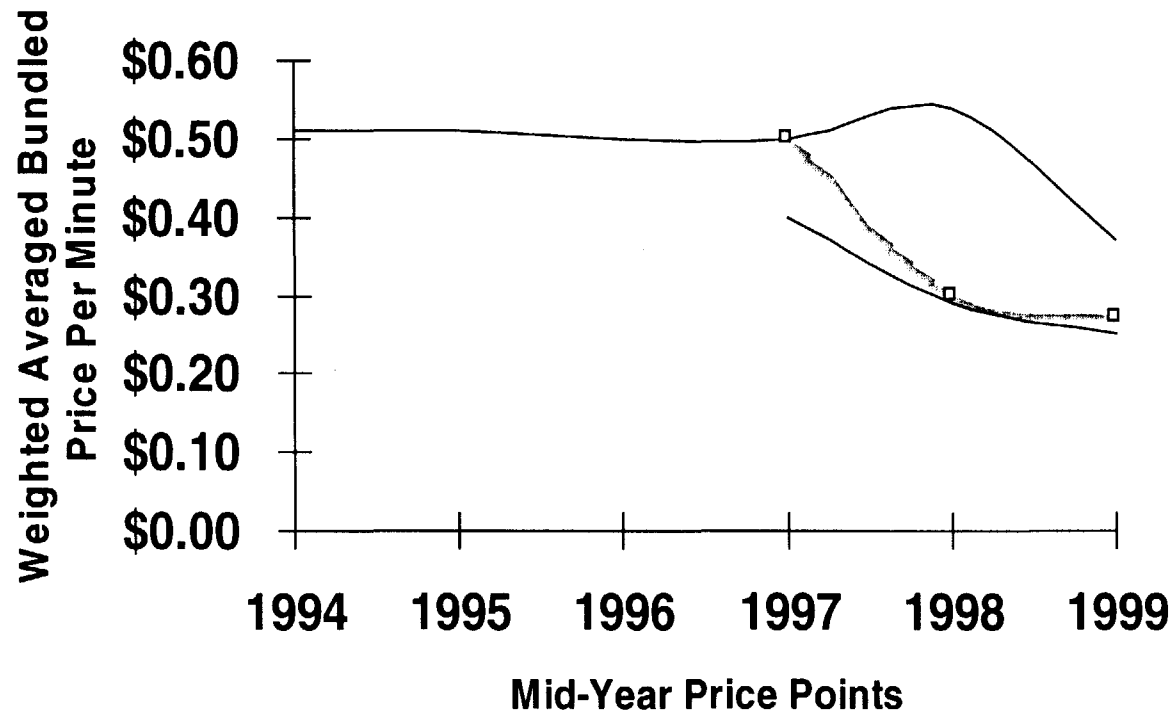
- Since the introduction of PCS, digital cellular prices have fallen by 25% and have now converged with PCS prices
- Analog prices have held steady and net adds are approaching zero, but with the free or inexpensive handsets, analog still has a niche market

# Price for a Wireless Minute (Cleveland)



- Digital cellular came late to Cleveland and within 18 months, prices dropped by 29%
- Analog prices fell 37% since PCS carriers launched service

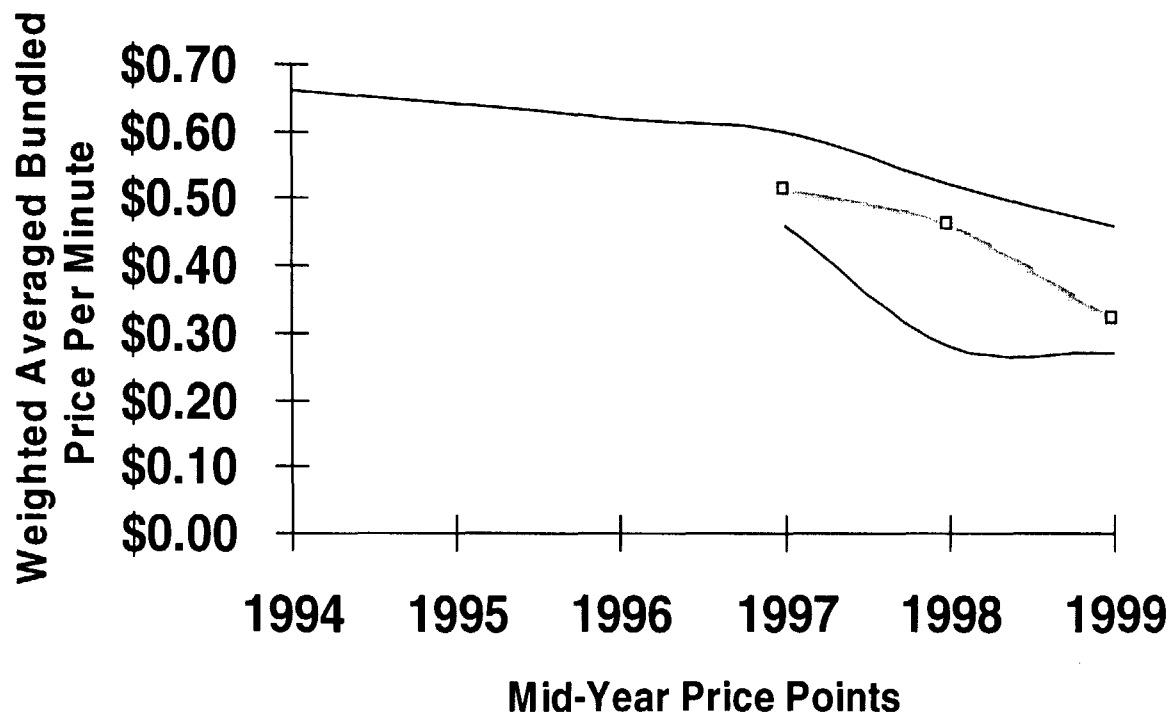
# Price for a Wireless Minute (Charlotte)



*-Since the introduction of PCS, digital cellular prices have fallen by 45% and analog prices have fallen by 26%*

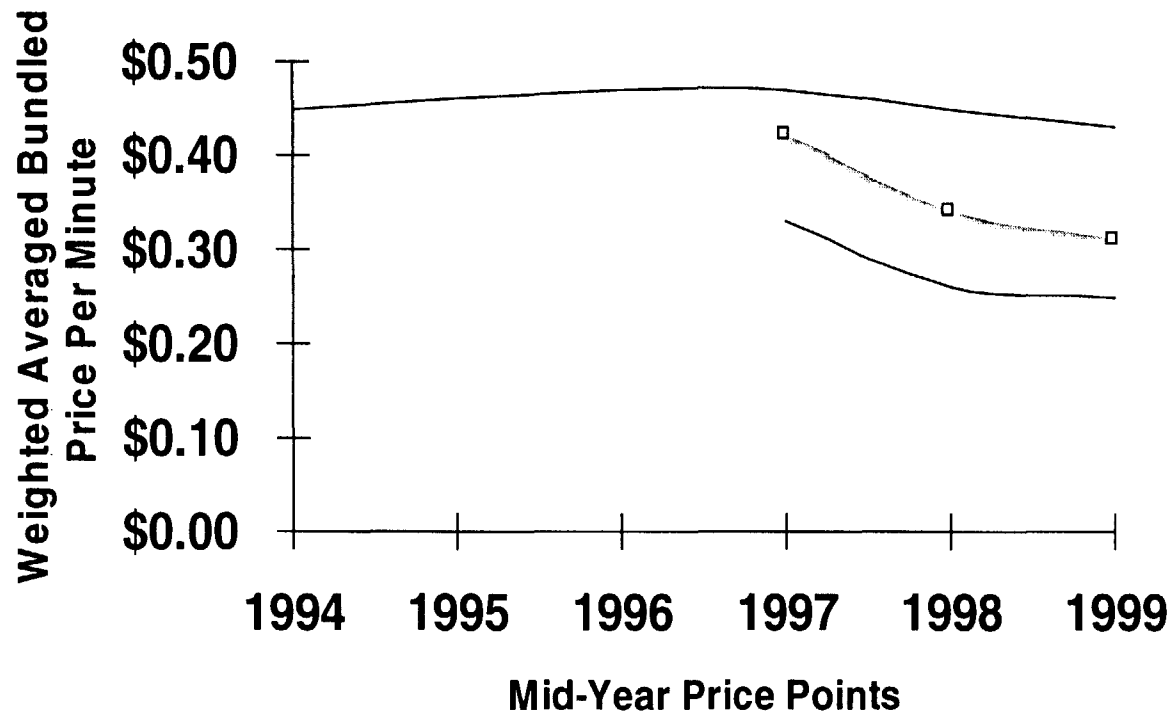


# Price for a Wireless Minute (San Jose)



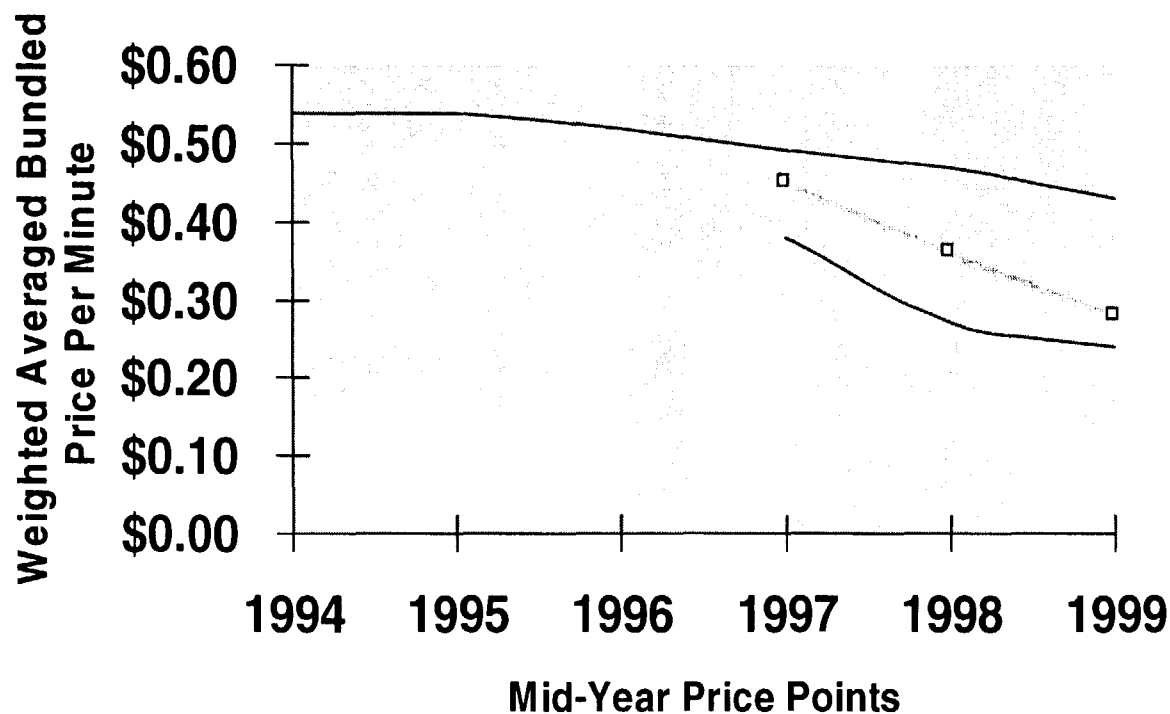
*-Since the introduction of PCS, digital cellular prices have fallen by 45% and analog prices have fallen by 26%*

# Price for a Wireless Minute (Portland)



*-Since the introduction of PCS, digital cellular prices have fallen by 45% and analog prices have fallen by 26%*

# Summary Slide: National-Wide Price for a Wireless Minute



*-Since the introduction of PCS, digital cellular prices have fallen by 38% and analog prices have fallen by 12%*

# Summary of Findings

- **Most of the top 25 markets have experienced more than a 35% price reduction since PCS carriers launched service**
- **The rollout of PCS service encouraged the cellular carriers to speed conversion to digital, reduce prices, and offer more services**
- **PCS carriers, by offering big-bucket plans and lower prices, have sparked increased usage levels**
- **PCS introduction, and the corresponding price reductions, have helped the wireless industry maintain its momentum in penetration growth**



Order # 082352

# MARKET DATA REPORT

for  
PCIA

August 23, 1999

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# Notes



*Sources Consulted: Solomon Smith Barney "Mobile Outlook" Summer 1999 and "Mobile Metrics" April 1999, FCC WTB Database 8-15-99 update to PCS Buildout Schedule, ATIVA Research Tools, Equifax, 1999 Multimedia Telecommunications Market Review (MMTA)*

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# SUMMARY

Rank	Metro Area (MSA /CMSA)	POPs (1998)	Subscribers - Mid 1999 (M)				Wireless Share	
			PCS	SMR	Cellular	Total	PCS %	Cellular %
1	NY-N. NJ-Long Island, NY-NJ-CT-PA	19,883,880	1.266	0.356	5.065	6.687	19%	76%
2	Los Angeles-Riverside-Orange County, CA	15,905,513	0.977	0.234	3.528	4.739	21%	74%
3	Chicago-Gary-Kenosha, IL-IN-WI	8,677,620	0.751	0.171	2.301	3.223	23%	71%
4	Washington-Baltimore, DC-MD-VA-WV	6,804,852	0.552	0.108	1.677	2.337	24%	72%
5	San Francisco-Oakland-San Jose, CA	6,767,218	0.483	0.117	1.733	2.333	21%	74%
6	Boston-Worcester-Lawrence, MA-NH-ME-CT	5,855,961	0.423	0.122	1.634	2.179	19%	75%
7	Philadelphia-Wil-Atl Cty, PA-NJ-DE-MD	5,547,010	0.520	0.086	1.316	1.923	27%	68%
8	Detroit-Ann Arbor-Flint, MI	5,350,441	0.543	0.088	1.315	1.945	28%	68%
9	Dallas-Fort Worth, TX	4,713,934	0.431	0.091	1.272	1.794	24%	71%
10	Houston-Galveston-Brazoria, TX	4,371,627	0.373	0.079	1.100	1.552	24%	71%
11	Atlanta, GA	3,664,895	0.283	0.063	0.954	1.300	22%	73%
12	Miami-Fort Lauderdale, FL	3,581,820	0.301	0.060	0.861	1.222	25%	70%
13	Seattle-Tacoma-Bremerton, WA	3,341,467	0.266	0.055	0.860	1.181	23%	73%
14	Cleveland-Akron, OH	2,911,973	0.226	0.056	0.772	1.053	21%	73%
15	Minneapolis-St. Paul, MN-WI	2,821,880	0.276	0.061	0.822	1.159	24%	71%
16	Phoenix-Mesa, AZ	2,720,284	0.204	0.054	0.742	1.000	20%	74%
17	San Diego, CA	2,638,347	0.166	0.039	0.604	0.809	21%	75%
18	St. Louis, MO-IL	2,609,278	0.243	0.046	0.669	0.958	25%	70%
19	Pittsburgh, PA	2,389,303	0.243	0.036	0.553	0.831	29%	67%
20	Denver-Boulder-Greeley, CO	2,375,039	0.224	0.047	0.663	0.934	24%	71%
21	Tampa-St. Petersburg-Clearwater, FL	2,248,230	0.196	0.037	0.569	0.801	24%	71%
22	Portland-Salem, OR-WA	2,104,296	0.187	0.036	0.530	0.754	25%	70%
23	Cincinnati-Hamilton, OH-KY-IN	1,933,536	0.170	0.035	0.498	0.703	24%	71%
24	Kansas City, MO-KS	1,703,997	0.205	0.036	0.484	0.726	28%	67%
25	Sacramento-Yolo, CA	1,674,269	0.111	0.026	0.403	0.539	21%	75%
26	Milwaukee-Racine, WI	1,663,276	0.172	0.034	0.463	0.669	26%	69%
27	Norfolk-Virginia Beach-Newprt News,VA-N	1,610,157	0.103	0.022	0.362	0.488	21%	74%
28	San Antonio, TX	1,542,524	0.114	0.023	0.341	0.478	24%	71%
29	Indianapolis, IN	1,503,435	0.217	0.027	0.392	0.636	34%	62%
30	Orlando, FL	1,473,010	0.141	0.029	0.404	0.574	25%	70%

# SUMMARY

Rank	Metro Area (MSA /CMSA)	POPs (1998)	Subscribers - Mid 1999 (M)				Wireless Share	
			PCS	SMR	Cellular	Total	PCS %	Cellular %
31	Columbus, OH	1,447,447	0.116	0.027	0.381	0.523	22%	73%
32	New Orleans, LA	1,326,571	0.152	0.022	0.312	0.485	31%	64%
33	Salt Lake City-Ogden, UT	1,281,576	0.098	0.023	0.304	0.424	23%	72%
34	Las Vegas, NV-AZ	1,237,042	0.079	0.022	0.328	0.429	18%	77%
35	Charlotte-Gastonia-Rock Hill, NC-SC	1,232,538	0.098	0.025	0.344	0.466	21%	74%
36	Buffalo-Niagara Falls, NY	1,183,520	0.104	0.023	0.312	0.439	24%	71%
37	Greensboro-Winston Salem-High Point, NC	1,161,584	0.092	0.024	0.327	0.443	21%	74%
38	Nashville, TN	1,145,042	0.083	0.021	0.306	0.411	20%	75%
39	Hartford, CT	1,124,714	0.065	0.021	0.298	0.384	17%	78%
40	Rochester, NY	1,093,819	0.097	0.020	0.284	0.401	24%	71%
41	Austin-San Marcos, TX	1,071,981	0.070	0.019	0.275	0.364	19%	76%
42	Raleigh-Durham-Chapel Hill, NC	1,055,514	0.076	0.017	0.264	0.357	21%	74%
43	W. Palm Bch-Boca Raton, FL	1,054,732	0.057	0.016	0.265	0.338	17%	78%
44	Oklahoma City, OK	1,038,334	0.096	0.018	0.256	0.370	26%	69%
45	Grand Rapids-Muskegon-Holland, MI	1,018,302	0.000	0.025	0.305	0.329	0%	93%
46	Louisville, KY-IN	1,012,450	0.131	0.018	0.262	0.411	32%	64%
47	Jacksonville, FL	1,001,785	0.095	0.020	0.271	0.386	25%	70%
48	Dayton-Springfield, OH	962,964	0.076	0.017	0.251	0.344	22%	73%
49	Richmond-Petersburg, VA	961,419	0.078	0.019	0.270	0.368	21%	74%
50	Memphis, TN-AR-MS	959,938	0.066	0.017	0.244	0.327	20%	75%
51	Birmingham, AL	907,103	0.067	0.014	0.213	0.294	23%	73%
52	Fresno, CA	891,829	0.039	0.014	0.193	0.246	16%	78%
53	Albany-Schenectady-Troy, NY	891,757	0.083	0.018	0.246	0.348	24%	71%
54	Tucson, AZ	783,814	0.048	0.011	0.175	0.234	20%	75%
55	Tulsa, OK	777,314	0.057	0.014	0.202	0.274	21%	74%
56	Syracuse, NY	761,559	0.067	0.015	0.199	0.281	24%	71%
57	El Paso, TX	721,447	0.035	0.010	0.143	0.188	19%	76%
58	Albuquerque, NM	698,866	0.068	0.012	0.175	0.255	27%	69%
59	Omaha, NE-IA	682,147	0.069	0.014	0.189	0.272	25%	69%
60	Knoxville, TN	660,454	0.043	0.010	0.159	0.212	20%	75%
61	Bakersfield, CA	650,091	0.027	0.009	0.132	0.168	16%	79%

# SUMMARY

Rank	Metro Area (MSA /CMSA)	POPs (1998)	Subscribers - Mid 1999 (M)				Wireless Share	
			PCS	SMR	Cellular	Total	PCS %	Cellular %
62	Scranton-Wilkes-Barre-Hazleton, PA	637,598	0.035	0.012	0.160	0.207	17%	77%
63	Harrisburg-Lebanon-Carlisle, PA	626,622	0.000	0.012	0.167	0.178	0%	93%
64	Allentown-Bethlehem-Easton, PA	626,573	0.000	0.010	0.150	0.160	0%	94%
65	Toledo, OH	617,549	0.050	0.012	0.165	0.227	22%	73%
66	Springfield, MA	603,976	0.029	0.011	0.150	0.190	16%	79%
67	Youngstown-Warren, OH	603,462	0.000	0.010	0.147	0.158	0%	93%
68	Baton Rouge, LA	588,463	0.042	0.009	0.135	0.186	22%	73%
69	Stockton-Lodi, CA	554,329	0.000	0.010	0.132	0.141	0%	93%
70	Mobile, AL	539,171	0.028	0.008	0.119	0.154	18%	77%
71	Sarasota-Bradenton, FL	537,902	0.000	0.008	0.137	0.145	0%	94%
72	Wichita, KS	529,140	0.049	0.009	0.135	0.194	25%	70%
73	McAllen-Edinburg-Mission, TX	521,710	0.013	0.005	0.078	0.096	13%	81%
74	Colorado Springs, CO	500,593	0.000	0.009	0.129	0.138	0%	93%
75	Fort Wayne, IN	480,132	0.000	0.009	0.126	0.135	0%	93%
76	Daytona Beach, FL	475,219	0.000	0.007	0.110	0.117	0%	94%
77	Melbourne-Titusville-Palm Bay, FL	469,028	0.000	0.006	0.108	0.114	0%	95%
78	Lancaster, PA	464,050	0.000	0.010	0.127	0.137	0%	93%
79	Johnson City-Kingsport-Bris., TN-VA	461,661	0.031	0.008	0.115	0.154	20%	75%
80	Lexington, KY	454,745	0.000	0.007	0.107	0.114	0%	94%
81	Chattanooga, TN-GA	451,756	0.028	0.009	0.124	0.161	17%	77%
82	Kalamazoo-Battle Creek, MI	449,802	0.000	0.009	0.120	0.128	0%	93%
83	Modesto, CA	446,047	0.029	0.008	0.106	0.142	20%	74%
84	Lakeland-Winter Haven, FL	443,639	0.000	0.008	0.110	0.118	0%	93%
85	Lansing-East Lansing, MI	440,388	0.023	0.007	0.106	0.136	17%	78%
86	Spokane, WA	416,748	0.034	0.007	0.101	0.142	24%	71%
87	Madison, WI	411,926	0.022	0.009	0.117	0.148	15%	79%
88	Fort Myers-Cape Coral, FL	405,577	0.000	0.007	0.107	0.113	0%	94%
89	Canton-Massillon, OH	405,569	0.029	0.006	0.097	0.133	22%	73%
90	Saginaw-Bay City-Midland, MI	404,703	0.000	0.006	0.094	0.100	0%	94%
91	Des Moines, IA	392,932	0.067	0.009	0.116	0.192	35%	61%
92	Santa Barbara-St. Maria-Lompoc, CA	388,529	0.000	0.005	0.083	0.088	0%	94%

# SUMMARY

Rank	Metro Area (MSA /CMSA)	POPs (1998)	Subscribers - Mid 1999 (M)				Wireless Share	
			PCS	SMR	Cellular	Total	PCS %	Cellular %
93	Corpus Christi, TX	385,535	0.014	0.006	0.083	0.102	13%	81%
94	Shreveport-Bossier City, LA	383,562	0.000	0.009	0.112	0.121	0%	92%
95	Pensacola, FL	378,704	0.000	0.006	0.088	0.094	0%	93%
96	York, PA	374,504	0.000	0.007	0.100	0.108	0%	93%
97	Lafayette, LA	372,563	0.026	0.007	0.087	0.120	22%	73%
98	Beaumont-Port Arthur, TX	371,522	0.000	0.007	0.090	0.096	0%	93%
99	Visalia-Tulare-Porterville, CA	366,519	0.000	0.005	0.070	0.075	0%	94%
100	Davenport-Moline-Rock Island, IA-IL	359,849	0.000	0.007	0.096	0.103	0%	93%
101	Salinas, CA	358,447	0.000	0.006	0.084	0.090	0%	93%
102	Reading, PA	355,793	0.000	0.007	0.095	0.102	0%	93%
103	Rockford, IL	353,201	0.015	0.007	0.096	0.118	12%	81%
104	Peoria-Pekin, IL	344,443	0.000	0.006	0.084	0.089	0%	94%
105	Appleton-Oshkosh-Neenah, WI	343,062	0.026	0.009	0.111	0.146	18%	76%
106	Huntsville, AL	333,325	0.018	0.005	0.077	0.100	18%	77%
107	Brownsville-Harlingen-San Benito, TX	330,674	0.009	0.004	0.053	0.065	13%	81%
108	Montgomery, AL	329,161	0.018	0.005	0.075	0.097	18%	77%
109	Provo-Orem, UT	327,305	0.000	0.004	0.058	0.062	0%	93%
110	Hickory-Morganton-Lenoir, NC	322,492	0.019	0.009	0.104	0.132	15%	79%
111	Fort Pierce-Port St. Lucie, FL	322,371	0.000	0.005	0.076	0.080	0%	94%
112	Macon, GA	319,443	0.021	0.005	0.074	0.100	21%	74%
113	Huntington-Ashland, WV-KY-OH	318,111	0.000	0.004	0.068	0.073	0%	94%
114	Augusta-Aiken, GA-SC	316,984	0.019	0.004	0.067	0.091	21%	74%
115	Utica-Rome, NY	315,205	0.000	0.005	0.073	0.078	0%	94%
116	Eugene-Springfield, OR	313,618	0.015	0.005	0.074	0.095	16%	79%
117	Reno, NV	310,622	0.023	0.006	0.092	0.122	19%	76%
118	Springfield, MO	310,459	0.000	0.007	0.087	0.094	0%	93%
119	Killeen-Temple, TX	308,682	0.000	0.003	0.056	0.059	0%	94%
120	Fayetteville, NC	304,837	0.018	0.004	0.064	0.086	21%	74%
121	Evansville-Henderson, IN-KY	292,134	0.000	0.007	0.085	0.092	0%	93%
122	Savannah, GA	288,500	0.020	0.005	0.070	0.095	21%	74%
123	Erie, PA	282,496	0.000	0.005	0.066	0.070	0%	94%

# SUMMARY

Rank	Metro Area (MSA /CMSA)	POPs (1998)	Subscribers - Mid 1999 (M)				Wireless Share	
			PCS	SMR	Cellular	Total	PCS %	Cellular %
124	Columbus, GA-AL	278,292	0.017	0.004	0.060	0.081	21%	74%
125	Tallahassee, FL	264,274	0.016	0.004	0.060	0.080	20%	75%
126	Binghamton, NY	262,611	0.000	0.005	0.070	0.076	0%	93%
127	South Bend, IN	260,506	0.000	0.004	0.064	0.068	0%	94%
128	Charleston, WV	256,855	0.000	0.005	0.071	0.076	0%	93%
129	New London-Norwich, CT	251,231	0.014	0.004	0.063	0.081	17%	78%
130	Odessa-Midland, TX	249,788	0.000	0.004	0.057	0.061	0%	94%
131	Ocala, FL	246,471	0.000	0.004	0.062	0.066	0%	93%
132	San Luis Obispo-Antascadro-Paso Rbles,C	243,280	0.000	0.003	0.054	0.058	0%	94%
133	Fort Collins-Loveland, CO	243,064	0.011	0.004	0.061	0.077	14%	80%
134	Lincoln, NE	237,602	0.023	0.005	0.063	0.090	25%	70%
135	Duluth-Superior, MN-WI	237,348	0.020	0.004	0.059	0.083	24%	71%
136	Johnstown, PA	236,572	0.000	0.003	0.047	0.049	0%	94%
137	Lubbock, TX	236,196	0.000	0.004	0.055	0.059	0%	93%
138	Roanoke, VA	230,661	0.000	0.005	0.068	0.073	0%	93%
139	Yakima, WA	219,123	0.000	0.004	0.052	0.056	0%	93%
140	Green Bay, WI	216,923	0.016	0.006	0.070	0.093	18%	76%
141	Asheville, NC	211,318	0.014	0.003	0.051	0.069	21%	75%
142	Merced, CA	210,989	0.000	0.003	0.039	0.042	0%	94%
143	Longview-Marshall, TX	210,522	0.000	0.004	0.051	0.055	0%	93%
144	Wilmington, NC	207,092	0.013	0.003	0.047	0.064	21%	75%
145	Lynchburg, VA	206,924	0.000	0.004	0.054	0.057	0%	93%
146	Barnstable-Yarmouth, MA	206,050	0.011	0.004	0.058	0.073	15%	79%
147	Amarillo, TX	205,123	0.000	0.004	0.054	0.059	0%	93%
148	Waco, TX	204,262	0.000	0.004	0.052	0.056	0%	93%
149	Chico-Paradise, CA	203,779	0.000	0.003	0.045	0.048	0%	94%
150	Clarksville-Hopkinsville, TN-KY	199,952	0.000	0.002	0.036	0.038	0%	95%
151	Gainesville, FL	199,216	0.012	0.003	0.045	0.059	20%	75%
152	Springfield, IL	198,733	0.008	0.003	0.051	0.062	13%	82%
153	Houma, LA	193,724	0.000	0.003	0.039	0.041	0%	94%
154	Richland-Kennewick-Pasco, WA	183,384	0.000	0.003	0.041	0.044	0%	94%

SUMMARY								
			Subscribers - Mid 1999 (M)				Wireless Share	
Rank	Metro Area (MSA /CMSA)	POPs (1998)	PCS	SMR	Cellular	Total	PCS %	Cellular %
155	Cedar Rapids, IA	180,971	0.022	0.004	0.052	0.078	29%	66%
156	Laredo, TX	180,877	0.000	0.003	0.034	0.036	0%	92%
157	Lake Charles, LA	176,481	0.000	0.003	0.041	0.043	0%	93%
158	Mansfield, OH	175,906	0.000	0.003	0.043	0.046	0%	94%
159	Naples, FL	175,772	0.000	0.004	0.055	0.060	0%	93%
160	Medford-Ashland, OR	175,304	0.000	0.003	0.047	0.050	0%	93%
161	Las Cruces, NM	175,225	0.013	0.002	0.033	0.048	26%	69%
162	Fort Walton Beach, FL	171,577	0.000	0.002	0.037	0.040	0%	95%
163	Lafayette, IN	171,456	0.000	0.002	0.037	0.039	0%	94%
164	Elkhart-Goshen, IN	170,201	0.000	0.007	0.069	0.075	0%	91%
165	Champaign-Urbana, IL	170,075	0.007	0.003	0.043	0.052	13%	82%
166	Topeka, KS	169,051	0.000	0.003	0.045	0.048	0%	94%
167	Redding, CA	168,941	0.000	0.002	0.038	0.040	0%	94%
168	Tyler, TX	165,647	0.000	0.003	0.045	0.049	0%	93%
169	Tuscaloosa, AL	165,486	0.008	0.002	0.036	0.047	18%	77%
170	St. Cloud, MN	164,228	0.000	0.004	0.044	0.047	0%	93%
171	Benton Harbor, MI	162,434	0.000	0.003	0.042	0.045	0%	93%
172	Lima, OH	157,251	0.000	0.003	0.040	0.043	0%	93%
173	Jackson, MI	155,430	0.000	0.002	0.034	0.036	0%	94%
174	Bellingham, WA	153,823	0.000	0.003	0.039	0.042	0%	93%
175	Parkersburg-Marietta, WV-OH	153,784	0.000	0.003	0.040	0.043	0%	93%
176	Monroe, LA	150,454	0.000	0.002	0.032	0.034	0%	94%
177	Terre Haute, IN	150,343	0.000	0.002	0.034	0.036	0%	94%
178	Panama City, FL	149,822	0.009	0.002	0.033	0.044	19%	76%
179	Janesville-Beloit, WI	148,523	0.007	0.002	0.037	0.046	15%	80%
180	Joplin, MO	146,647	0.000	0.003	0.041	0.044	0%	93%
181	Charlottesville, VA	146,622	0.000	0.002	0.034	0.036	0%	94%
182	Eau Claire, WI	146,027	0.000	0.002	0.034	0.037	0%	94%
183	Santa Fe, NM	143,793	0.000	0.003	0.040	0.042	0%	94%
184	Jamestown, NY	143,244	0.000	0.003	0.037	0.040	0%	93%
185	Bloomington-Normal, IL	142,892	0.005	0.002	0.035	0.042	13%	82%

## SUMMARY

				Subscribers - Mid 1999 (M)				Wireless Share	
Rank	Metro Area (MSA /CMSA)	POPs (1998)		PCS	SMR	Cellular	Total	PCS %	Cellular %
186	Decatur, AL	142,329		0.000	0.002	0.033	0.035	0%	94%
187	Dothan, AL	139,893		0.008	0.002	0.033	0.043	18%	77%
188	Rocky Mount, NC	139,813		0.000	0.003	0.035	0.038	0%	93%
189	Athens, GA	139,618		0.010	0.003	0.034	0.047	21%	73%
190	Florence, AL	138,668		0.007	0.002	0.032	0.041	18%	77%
191	Steubenville-Weirton, OH-WV	137,480		0.000	0.002	0.031	0.033	0%	94%
192	Pittsfield, MA	135,283		0.007	0.003	0.036	0.045	15%	79%
193	Altoona, PA	131,463		0.000	0.002	0.032	0.035	0%	93%
194	Glens Falls, NY	125,164		0.000	0.002	0.032	0.034	0%	93%
195	Wausau, WI	124,826		0.000	0.003	0.035	0.038	0%	93%
196	La Crosse, WI-MN	123,622		0.000	0.002	0.033	0.035	0%	93%
197	Anniston, AL	120,513		0.006	0.002	0.026	0.033	18%	78%
198	Sioux City, IA-NE	120,289		0.000	0.003	0.038	0.041	0%	92%
199	Rochester, MN	118,749		0.000	0.002	0.033	0.036	0%	93%
200	Decatur, IL	116,226		0.005	0.002	0.031	0.038	12%	82%
201	Sheboygan, WI	109,061		0.008	0.003	0.036	0.047	17%	76%
202	Iowa City, IA	107,465		0.011	0.002	0.025	0.037	29%	66%
203	Jackson, TN	98,958		0.008	0.002	0.028	0.038	20%	74%